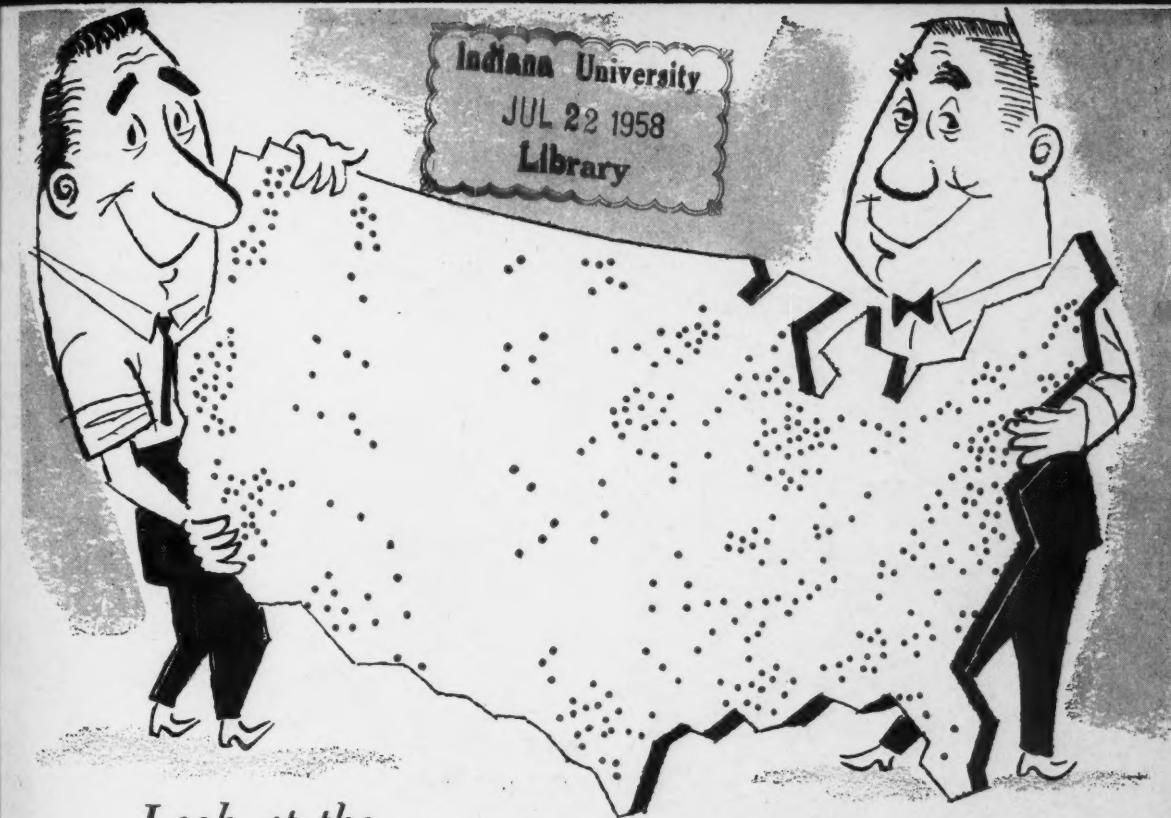


JULY 19, 1958

Provisioner

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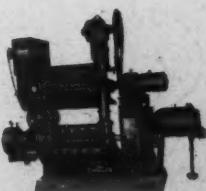


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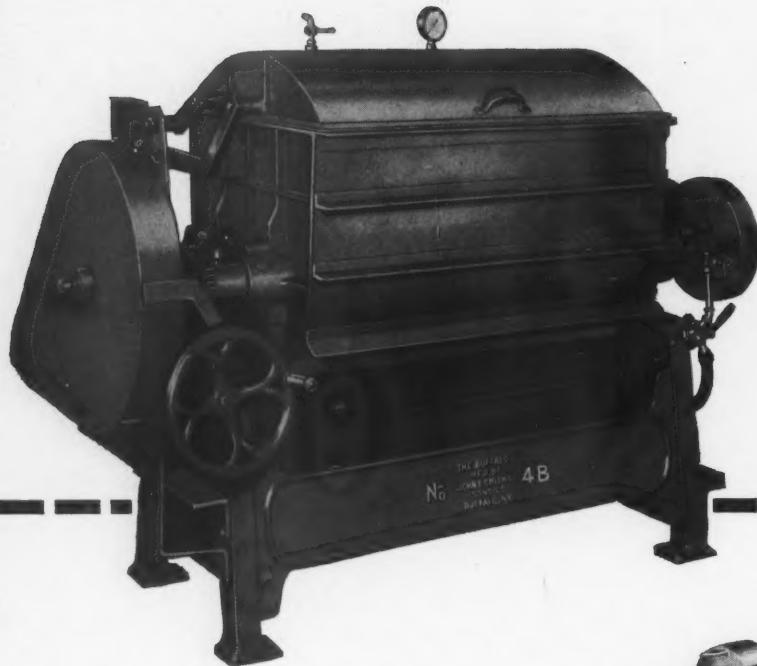
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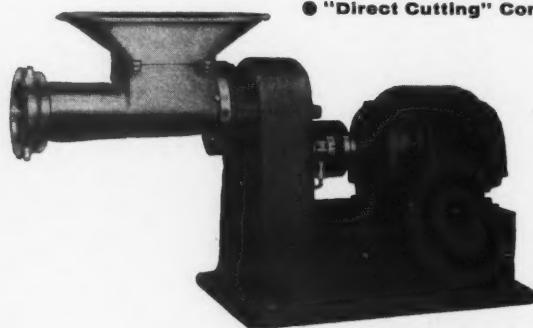
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THE NATIONAL Provisioner



VOLUME 139 JULY 19, 1958 NUMBER 3

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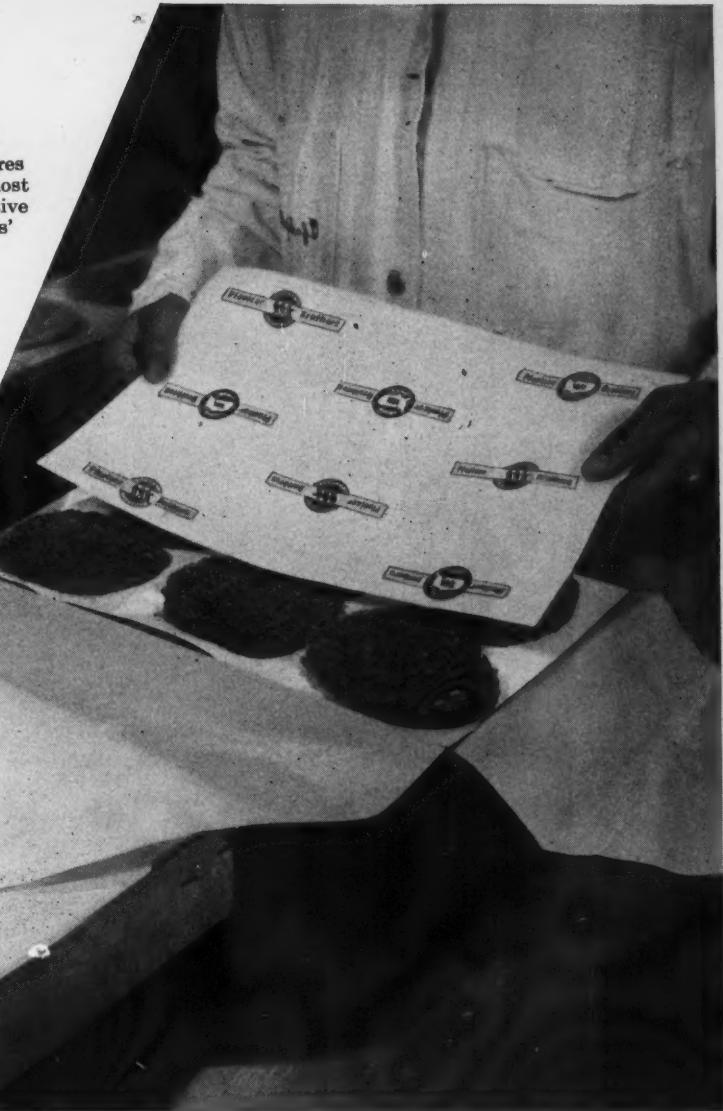
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Published weekly at 15 West Huron St., Chicago 10, Ill., U.S.A., by The National Provisioner, Inc. Yearly subscription: U.S., \$6.00; Canada, \$8.00; Foreign countries, \$8.00. Single copies, 30 cents. Copyright 1958 by The National Provisioner, Inc. Trade mark registered in U.S. Patent Office. Entered as second-class matter October 9, 1919, at the Post Office at Chicago, Ill., under the act of March 3, 1879.

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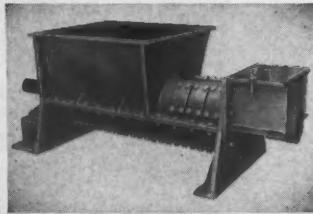
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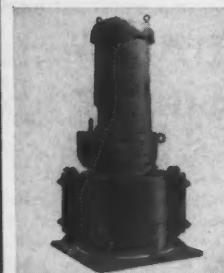
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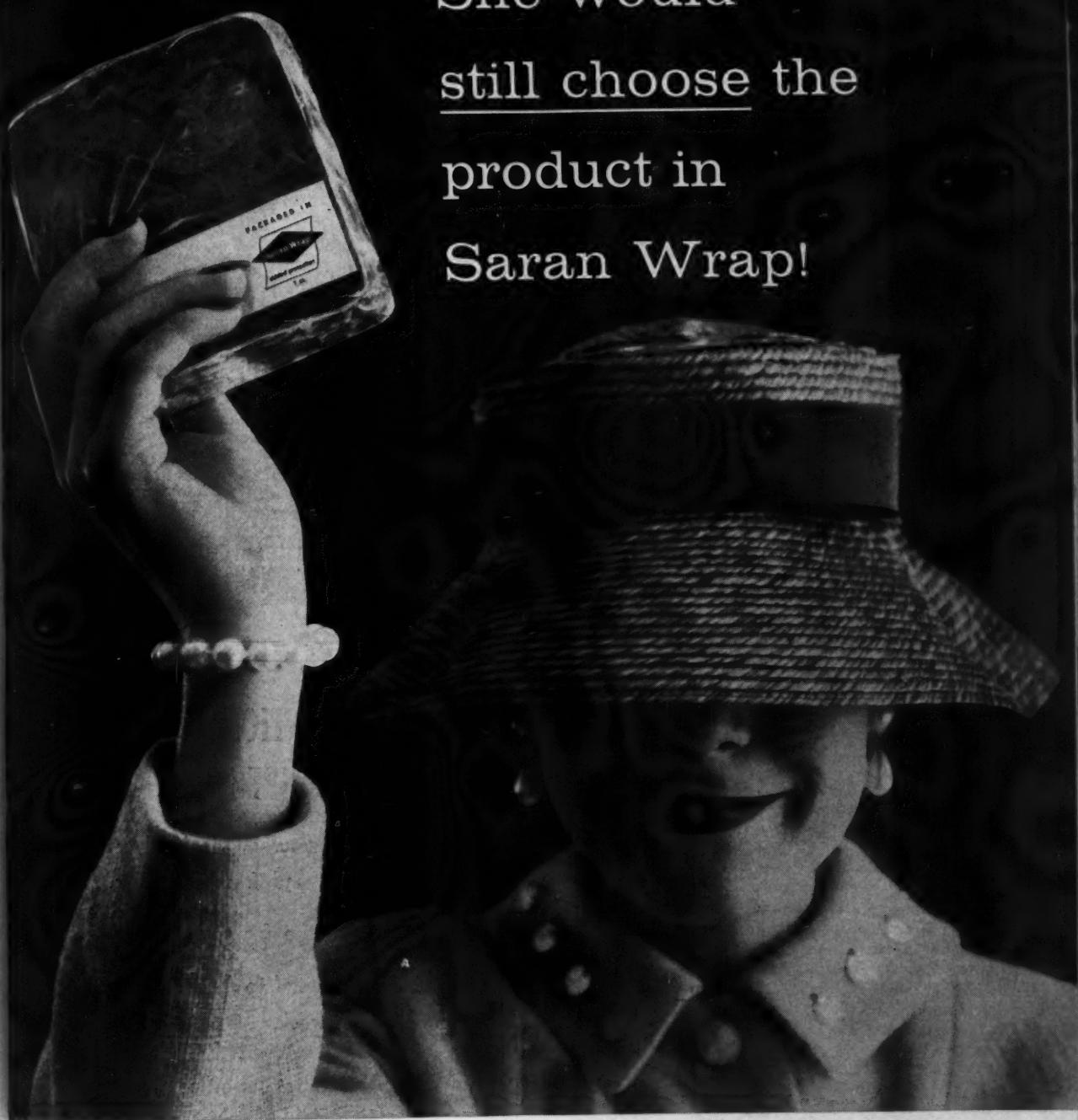
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Saran Wrap!



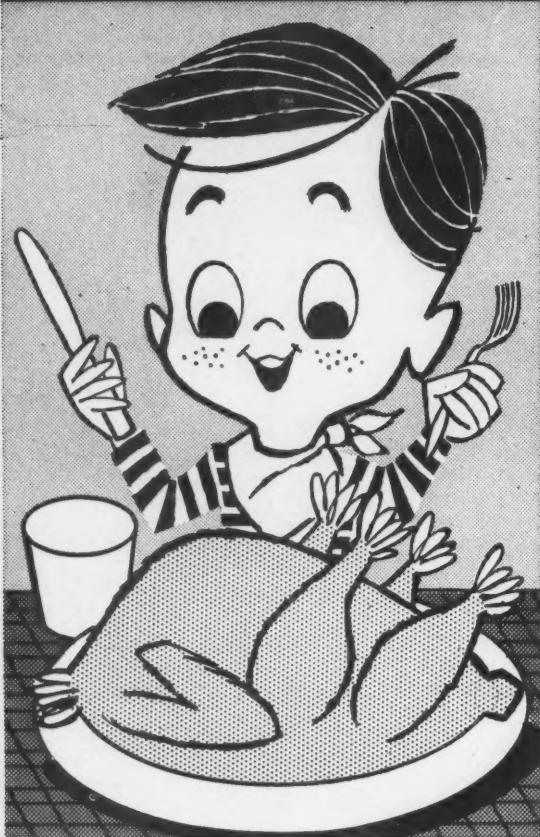
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One touch tells why! Naturally—because she likes the "nice feel" of Saran Wrap*! It is friendly to the touch! An extra sales builder for you. And—all the flavorful appearance, all the texture comes sparkling through crystal-clear Saran Wrap. Impulse sales pull repeat sales. Protection is complete, too! Because Saran Wrap is moisture proof, it helps keep weight, flavor and color intact. Saran Wrap means fresher foods to millions of homemakers. Let Dow Packaging Service help you put "sell" into your products . . . and long range savings too! Write to THE DOW CHEMICAL COMPANY, Midland, Michigan, Plastics Sales Dept. PL1729B-1. *Trademark

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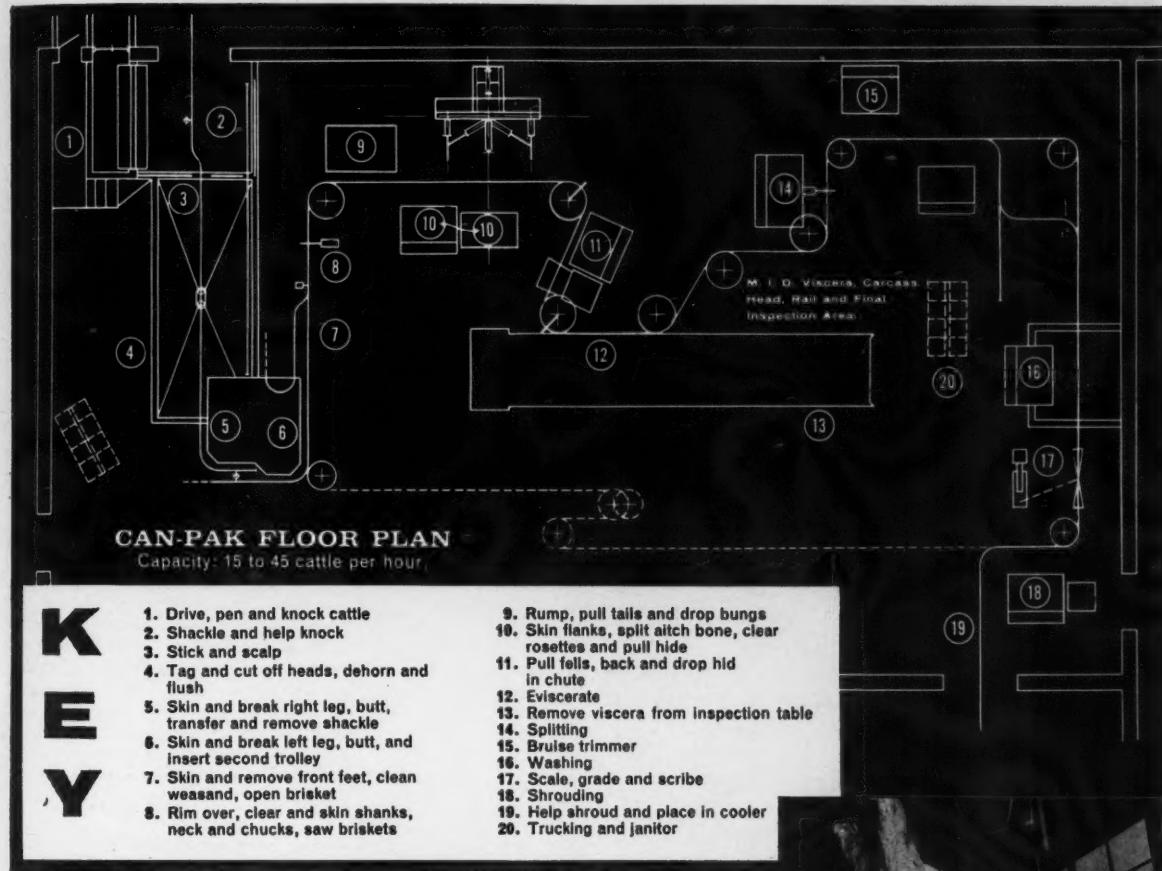
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3. Stick and scalp
4. Tag and cut off heads, dehorn and flush
5. Skin and break right leg, butt, transfer and remove shackle
6. Skin and break left leg, butt, and insert second trolley
7. Skin and remove front feet, clean weasand, open brisket
8. Rim over, clear and skin shanks, neck and chucks, saw briskets
9. Rump, pull tails and drop bungs
10. Skin flanks, split aitch bone, clear rosettes and pull hide
11. Pull fells, back and drop hide in chute
12. Eviscerate
13. Remove viscera from inspection table
14. Splitting
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16. Washing
17. Scale, grade and scribe
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19. Help shroud and place in cooler
20. Trucking and janitor

- ★ Takes up less space
- ★ Uses less equipment at lower cost
- ★ Gives higher production with less men
- ★ Produces 15 to 45 cattle per hour

At last it is possible for the smaller packer to get the advantages of a completely conveyorized Can-Pak killing floor operation at a greatly reduced cost over the larger capacity layout of the regular Can-Pak method. By combining jobs on the killing floor, up to 45 cattle can be dressed per hour with only 20 men.* Floor requirements, depending on the shape of the available space, can NOW be as low as 2,000 sq. ft. in area. This makes it entirely possible to install a floor of this type in most already existing 2 or 3 bed floors. Thus expensive, time consuming building alterations are avoided and an economical-efficient Can-Pak installation can be arranged.

*This does not include viscera or head work-up.

"Globe equipment is now available through "NATIONWIDE" leasing program."

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Here is a new, low cost Can-Pak hydraulic hide puller for capacities up to 45 cattle per hour. Remember—nothing approaches the efficiency of a mechanical hide puller.



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**DAILY MARKET
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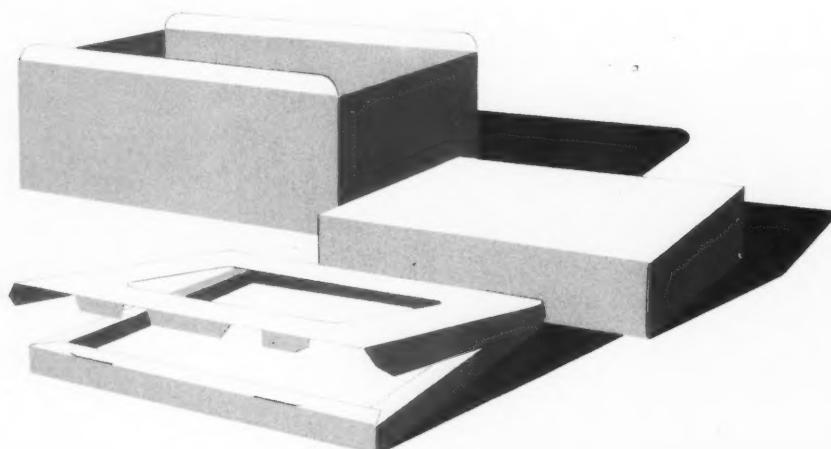
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THE NATIONAL

PROVISIONER

JULY 19, 1958

VOL. 139 No. 3

A Vote of Trust

THE NATIONAL PROVISIONER'S DAILY MARKET & NEWS SERVICE is receiving an unusual vote of confidence from a multitude of its readers in the form of extensions of their subscriptions for many hundreds of service years. The flood of paid renewals pouring into the publication office is coming in response to an offer to extend the service at existing rates prior to an increase which will become effective on August 1.

This voluntary vote of confidence is being registered from all segments of the meat industry—sellers, buyers, slaughterers, processors, sausage manufacturers, canners, wholesalers, purveyors, chain store organizations, government agencies, brokers and others—and it comes from East, West, North and South.

With humility and some pride we interpret this willingness to lay a good many thousands of dollars on the line as a recognition of the value of an independent, honest, objective and accurate market service, and as a command to maintain the standards of reporting we have observed for 33 years.

We speak with humility because we realize that we may sometimes be mistaken or misled, but with pride, because we know that we cannot be *bulldozed or bought*.

The DMS "Yellow Sheet" is not and never has been the "kept" or subsidized publication of any group in our industry which wanted to substitute its own wishes for the cold facts of market values. We are confident that our present competitor in the field adheres to the same high standards of market reporting and regard for independence.

There are those who clutch the ephemeral dream that a reporting service can establish and enforce values that are higher or lower than those at which sellers are willing to yield product, or buyers are willing to purchase. Forgetting for a moment the morality of such an arrangement (our subscribers buy facts, favorable or unfavorable), and the dim look which the Department of Justice, USDA and/or Federal Trade Commission should take of it in view of the market publication principles inherent in the Consent Decree and elsewhere, we doubt whether a controlled and subsidized market reporting service would have much more value in determining true values for sale, purchase and transfer purposes than the rolled paper you find in the men's room.

News and Views

The House Agriculture committee late this week turned down by a vote of 16 to 8 a subcommittee proposal to amend the Cooley bill (HR-9020) to bring the House measure into line with the O'Mahoney-Watkins bill (S-1356) passed by the Senate in May. The amendment would have given to the Federal Trade Commission and the U. S. Department of Agriculture concurrent jurisdiction for three years over packer trade practices in the wholesaling of meat, meat products, poultry, poultry products and livestock products in unmanufactured form. As originally proposed, HR-9020 would keep meat packing proper under the USDA and give the FTC jurisdiction over products other than those mentioned above. The House rules committee already has granted a rule on HR-9020 in its unmodified form and it could be brought before the full House for a vote at any time.

Packers Attending the 53rd annual meeting of the American Meat Institute will have opportunity to see the largest exhibition of meat packing machinery and supplies ever brought together under one roof, the Institute has announced. The annual meeting is set for Friday through Tuesday, September 26-30, at the Palmer House, Chicago. In addition to the space in the hotel's regular exhibition hall, the Institute also has made the 6,300-sq.-ft. area of the Red Lacquer room available to exhibitors and suppliers this year. As a result, nearly 100 companies will be represented, and all exhibits will be on the same floor. "Not only does the additional space make it possible for more companies to exhibit, but it also has added flexibility to the space arrangements which allows some exhibitors to have a larger area in which to display their equipment," the Institute said. "Meat packers will be able to witness demonstrations of some processing operations as they actually would be carried on in their plants."

This year's annual meeting program will place considerable emphasis on the adjustments that packers possibly should make to conform to the "changing patterns in the livestock and meat industry and their effect on plant and processing operations." The sessions on Friday afternoon and Saturday morning will review the important trends now taking place in the industry in some of the basic manufacturing and processing operations. For example, the Friday session will cover how and where some operations should be automated or mechanized, with specific illustrations of what some companies are doing. The Saturday morning program will be devoted to important developments in some processing operations, with emphasis on quality control programs.

Foreign Beef importation and beef promotion were among industry topics considered in Denver last weekend by the general council of the American National Cattlemen's Association, composed of representatives of 29 affiliated state organizations. Major action included a request that the U. S. Department of Agriculture provide greater and more frequent information on the inshipments of cattle and beef from foreign countries. Also asked was information on the future intentions of importers and indications of the destination within the U. S. of cattle and beef imports. The group reiterated the association's earlier requests for reasonable protection from imports. Considered in detail and approved was an amendment to S-3538, the market-deduction bill for research and promotion. The amendment is designed to clarify mechanics of the program.



LEFT: President Frank Mann shows typical hog carcass. ABOVE: General manager George B. Rogers with some Minnesota No. 1 X Tamworth hogs.

After Years of Effort

Georgia Firm is Getting Kind of Hogs It Wants

ROME wasn't built in a day," according to a well-known saying, and neither was the Rome Provision Co. of Rome, Ga., which, over the past 32 years, has had a steady and healthy growth largely due to the progressive policies of owner and president Frank Mann in developing better types of livestock, advertising aggressively and aiming toward consistently high quality.

The concern was one of the first regional meat packers to take steps toward improvement of livestock in its own territory when, in 1946, Landrace and Minnesota No. 1 hogs were obtained and distributed among local breeders. These special strains have

been crossed with available Tamworth and Duroc hogs to produce what is considered to be the most desirable type of carcass. The work has been carried forward by the firm's officers who have made many personal contacts, sponsored meetings of breeders and worked with federal and state agencies. Dinners are held periodically for selected groups and cutting demonstrations are held at the Rome Provision Co. plant.

The company slaughters only No.

1 hogs and half of those now being received at the plant are the most desirable kind. The firm is backing experiments aimed at producing marketable hogs which are finished in three and one-half months.

George B. Rogers, vice president and general manager, believes that many of the packers' present problems can be solved by the combined efforts of independent packers in obtaining better livestock—not necessarily strictly lean type—but animals that will produce well-rounded, high-yield carcasses.

In advertising, the firm spends 1 per cent of gross sales, largely on radio, spectacular billboards and



LEFT: Three workers stuff-link 1,000 lbs. of wieners hourly. ABOVE: Pigs feet are vacuum bagged for freezing. RIGHT: Wieners and bacon are packed on same line at Georgia plant.



point-of-sale demonstrations. Newspapers are not used extensively except for tie-ins with store ads. News-casts with livestock quotations have been effective in reaching both consumers and suppliers of livestock. The firm believes that best results are obtained by publicizing only one item at a time. Store demonstrations are staged by a crew of trained women who serve small portions of cooked fresh sausage sandwiched between quarter slices of bread; this is considered preferable to the practice of serving a sample on a toothpick. Special small biscuits are used for this purpose during large demonstrations.

The most spectacular of 15 large billboards which the company maintains is an 18 x 40-ft. sign in the vicinity of Atlanta. Wieners are advertised on this board for nine months and pork sausage for three months of the year. Panels of delivery trucks carry only a modest replica of the brand and company name.

Top-grade items are identified by the word "Mann" rather than the longer name of the company. On packages and in other advertising "Mann" is spelled out in large letters



PLANT of Rome Provision Co. is situated on a 25-acre tract at edge of thriving town.

pany is considering going under MID inspection and the plant will require little alteration to qualify.

The Rome Provision Co. was founded in 1926 when Mann and a brother took over an established sausage plant producing 6,000 lbs. weekly. Over the years the firm's volume has been raised to a weekly slaughter of 1,000 hogs and 300 cattle, with 70 per cent of the meat going into manufactured items.

Management plans for the near future call for enlargement of shipping and order facilities and installa-

An overhead rail dump-bucket system serves the department. Three air-conditioned six-cage Atmos smokehouses are equipped with Taylor recording devices and Partlow temperature controls. A Globe-Becker continuous stuffer is being installed.

Fresh pork sausage is an important specialty of the company. This item is made both hot and mild of medium ground pork shoulders and high quality trimmings. Braunschweiger is made as a loaf wrapped in $\frac{1}{8}$ -in. thick shingles of pork fat. Barbecue hams are boned to an 8-lb. average weight before cooking, seasoning and wrapping in clear cellulose. Ham center slices cut from small hams to weigh from 8 to 12 oz. and individually vacuum-wrapped are good sellers. The butt and shank ends are also vacuum wrapped in clear film.

A bacon slicing line is also used for wrapping wieners. In the changeover, two TY peeling machines are wheeled into place close to the head of the line and at a right angle to the table. The machines discharge the peeled links onto a white neoprene belt running down the center of the table. Along the table two girls place two layers of five links each in skeleton lock boxes. One of these girls check weighs part time on an Exact Weight scale. Two other girls overlay with clear cellulose and seal with electric hand irons. The seal is completed farther along the belt where another girl finishes the wrapping by feeding the packages through a Great Lakes sealing and coding device which discharges to the main table belt.

In wrapping bacon, a man brings the conditioned slabs from the cooler to the Anco press and slicer. A girl hands off the shingled slices and places the groups on cardboards positioned by a second girl who grades and transfers to the moving belt. Check weighing is done by two girls while two others arrange and fold the two overlapping sides of the backing. Two girls overwrap with cellul-

[Continued on page 38]



DUMP BUCKETS are used for the movement of material during much of the sausage manufacturing operation. In this photograph a fine emulsion is flowing from the mill into the bucket in which it will be carried to sausage stuffer.

against a white background placed over a long red streamer reaching out from a tipped cornucopia.

Product is distributed over a 115-mile radius with International and Ford trucks having bodies cooled by Kold-Hold plates. Four of the 10 outlying routes are supplied by peddler trucks. All the salesmen have had experience in the plant and have been with the company from five to 28 years. Sales manager C. B. Stillwell came up from the ranks and has been with the firm for 23 years.

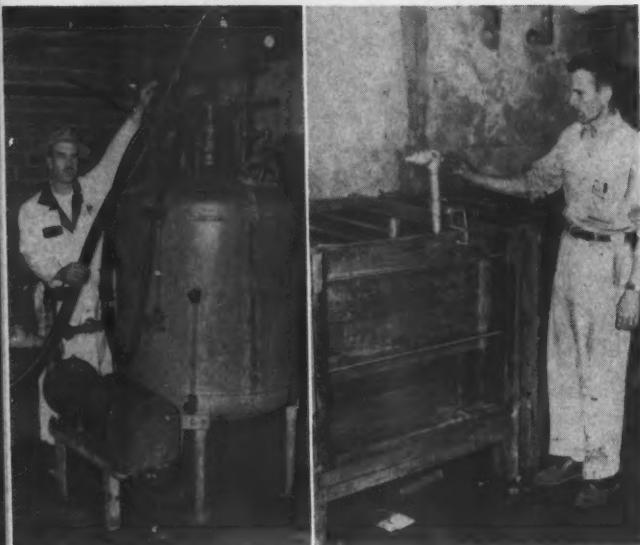
The single-level brick and concrete plant is located on the south edge of a thriving city of 45,000 in the northwestern corner of Georgia. The com-

tion of a new smokehouse. An enlarged beef cooler will be built later and the present dual-purpose killing floor will be extended.

Cattle are rumped and hides dropped with power-operated Jarvis skinning knives.

Hog carcasses are cut along a modern ANCO conveyor table with a rotary shoulder knife, belly roller and other standard equipment.

The sausage department is modern in every respect and machinery includes a silent cutter, two grinders and natural casing linker supplied by the Cincinnati Butchers' Supply Co.; ANCO stuffers; a Globe vacuum mixer and a Griffith Mince Master.



Lohrey Tries Out Some Ideas in the Curing, Packaging, Sausage and Shipping Departments

LEFT: Central tank from which pickle is moved by air to pumping stations is readied by Harold Kamphaus, general foreman. **RIGHT:** Automatic shutoff valve used on end of pickle hose for unattended filling of curing vats did the job well but has been discarded because of mechanical failures under corrosive conditions.

SEVERAL improvements have been made in operations at the Lohrey Packing Co., Cincinnati, which either save time, raise the quality of the product or prevent the waste of material. One of the improvements is concerned with the curing department.

Curing pickle was formerly delivered to the spray and artery pumping stations by pumping. While the arrangement was adequate it had certain disadvantages. For example, it caused variation in the amount of pickle spray pumped into such items as butts because the pressure fluctuated with the number of pumpers on the line. Pressure was high when one operator was working and low when all four pumpers were busy. While spray pumping does depend on the judgment of the operator, pressure fluctuation added a variable which, unlike shape and weight, could not be evaluated readily.

Another difficulty was encountered in artery pumping. While the amount of added pickle was controllable, because the firm uses indicating scales, the fluctuation in pressure slowed the operation. When all pumping stations were on the line the amount of time required per ham was doubled.

To overcome these difficulties, the firm installed a large tank that holds 150 gallons of pickle. After the tank has been filled, air at 60 ppsi. is introduced from a storage tank. Because the air is drawn from a storage vessel there is no fluctuation in the pressure. The air moves the pickle at a uniform rate to the several pumping stations. All the spray-pumped products now get a uniform cure, notes Louis Moellering, president of the concern, and artery pump-

ing proceeds at a constant pace.

Pickle is transferred to the holding tank from the preparation vat by pumping. When pickle is to be pumped, the tank's incoming air line is closed and the tank is vented before the pickle is introduced. After filling, the vent is closed and the air valve is opened. The tank has two sight glasses so that the curing foreman can see at a glance the level of pickle. There is always pickle in the supply line to the pumping stations.

The tank is equipped with a manhole and drain valve for periodic cleaning of sediment that may settle in its bottom. Pickle is drawn from slightly above the dished bottom.

Another curing cellar improvement involving the use of an automatic shutoff valve for the unattended filling of curing vats has been aban-

doned. The idea worked well but the valves broke down rapidly when employed in pickle service.

In its frankfurt packaging room the firm has installed a wire mesh conveyor with fixed mandrels at 15-in. intervals. A Kahn destringer and Tee-Cee peelers are located at the head of the conveyor. The peelers are mounted so that they discharge directly into a pan close to the first conveyor station, at which a worker places the printed overwrap sheet and five links in the mandrels. The mandrels continue to the second station where the top five links are added and the group of links is squared; to the third, where the white grease-proof board is added and the bottom seal is made with a hand iron; to the fourth, where the ends are tucked and sealed, and then to the final station where the package is checked weighed and placed in the fibreboard shipping container. The line's output is 600 lbs. per hour in 1-lb. units.

Conveying the mandrels eliminates two operations-reaching for and placing back—and it keeps the links in a confined space so that grouping and sealing are performed with a minimum of effort.

The Lohrey Co. has been using the Boss Chop-Cut equipped with J-type knives in the sausage manufacturing room. Management is pleased with the rugged performance of the unit which has been pushed repeatedly for eight to ten hours of production. The unit emulsifies 700 lbs. per batch. The emulsion produced with the machine is a homogenized blend of fat and lean meat which readily absorbs the allowable added moisture, reports Moellering.

[Continued on page 24]



SHIPPING clerk uses calculator to make extensions on will-call and special delivery orders instead of sending them to bookkeeping department of Cincinnati firm.

ANTITRUST

Experience in Meat Industry Surveyed

Exclusive National Provisioner Preview of a New Study

THE packing industry appears to be soundly and efficiently established and adequately competitive. A number of factors, especially the nature and wide spread of supply of and demand for the product, the ease of entry, and the fact that both national and local operation offer their own special economies, are the real reasons for the state of competition; but antitrust investigations and suits have played a role in discouraging collusive and coercive practices. Even the numerous unnecessary suits have had such an effect—a fact which is not suggested as justification for them."

This is the closing conclusion of Simon N. Whitney in his chapter on Meat Packing in a two-volume study, "Antitrust Policies: American Experience in Twenty Industries," which is being published this month by the Twentieth Century Fund.

The work presents a broad panorama of antitrust legislation and enforcement, affecting almost every aspect of the U. S. economy. Evidence is given of the extent of this influence, although the author points out that basic economic forces such as changes in demand, advances in technology, and inter-industry competition have often exerted greater influence than the antitrust laws. Moreover, the very fact of their existence and enforcement has a broad deterrent effect, Whitney says, and many a violation of competitive standards has never come into being for this reason.

Author Whitney is chief economist and director of the Bureau of Economics of the Federal Trade Commission. He was formerly chief of the Fund's research department and he wrote this work while with the Fund.

The 67-page chapter on Meat Packing traces the history of antitrust suits and controversies since 1890, citing THE NATIONAL PROVISIONER and other sources extensively. The chapter closes with the following summary and evaluation:

1. The so-called "national" meat packers, Swift, Armour, Wilson and Cudahy (which dropped to seventh place in 1955), accounted in 1955

for approximately 50 per cent of the dollar sales of the wholesale meat packing industry. After eliminating their "sidelines" (such as dairy and poultry products and fertilizer), and adding to the total the sales of retail slaughterers, the big packers' share of meat sales, by weight, is probably close to 35 per cent. Measured in dollars, it may be nearly 40 per cent. Their competitors consist of about 1,400 wholesale packers (some of them also "national" packers long rivaling the smaller of the "big four" in size), perhaps 1,800 local packers and thousands of retail butchers and locker plants.

2. Antitrust investigation in 1902 was instrumental in causing the packers to drop their beef pool. Lacking control over either demand or the cattle supply, the pool had probably never affected the average price level even though it alleviated local gluts and shortages and thus affected local prices. Faster communication permits individual firms to do this today without the need of resorting to pooling methods which are open to abuse.

3. After the attempt to form a

giant trust in 1902 failed, owing to financial difficulties, the *National Packing Company* emerged as a creation of Swift, Armour and Morris. Its dissolution in 1912 was probably due more to its inefficient three-headed structure than to antitrust prosecution, but its continuance would possibly have created a standing danger of collusion.

4. The *Federal Trade Commission reports of 1918-19*, with their severe criticisms of the big packers' operations, were an important influence toward improvement of their practices. In weighing this influence, it must be remembered that many actions which were accepted as normal before World War I have since been condemned by public and business opinion, and discarded in other industries as well.

5. The *consent decree of 1920*, which still controls the activities of Swift, Armour, Wilson and Cudahy, protected the independents by cutting the ties between big packers and the stockyards and terminal railroads. The decree's prohibition of the wholesaling of "unrelated" food products by the



INDUSTRY PROBLEMS and progress being made by the Western States Meat Packers Association were discussed by E. Floyd Forbes (standing), president and general manager, at recent WSMPA regional dinner meeting in Portland, Ore. WSMPA board chairman H. Leland Jacobsmuhlen (left) of Arrow Meat Co., Cornelius, Ore., served as chairman of the meeting, which attracted a record turnout of 125 representatives of member companies. Other speakers were Burton Davis, vice president of Food Management, Inc., Cincinnati; James Hill, general manager of Pendleton (Ore.) Grain Growers, and William E. Reinhardt, vice president of Fred Meyer, Inc., a Portland supermarket chain.

large packers aided the wholesale grocers, but the fear that the defendants would eventually monopolize wholesale food distribution was a phantom. Nor would the packers ever have diffused their efforts by retailing meat on a large scale, even without the decree. The Federal Trade Commission's demand that the packers dispose of their refrigerator cars was not accepted by the decree, but Swift has sold its cars as a purely business transaction. In 1930, in connection with a request by two defendants for relief from the decree, the Department of Justice agreed to a stipulation that competition existed in the industry; and in the late 1940s its investigations turned up no evidence of violations. In the 1950s the big packers were increasingly restive under the restrictions of an old decree which could not be adjusted to changing market conditions.

6. The *Packers and Stockyards Act* of 1921 is both a kind of public utility act regulating stockyards and a special antitrust law applying to meat packing. Although fees charged by stockyards and commission agents are probably lower than they would be without the law, they would in any case be governed mainly by competition among the stockyards and between them and local livestock markets. The act has had little or no influence on prices, output or the structure of the packing industry itself. It is a healthy thing, however, that fair trading on the public yards and in the meat industry is being guarded by an impartial government agency.

7. In its *merger decision in 1926*, the Supreme Court affirmed the right of Swift to acquire competitors by stock purchase, since it had consolidated the assets before a complaint was brought. This opened a gap in Section 7 of the Clayton Act which was not closed until 1950.

8. *Eleven Sherman Act indictments brought in 1941-42* charged collusion in the purchase of livestock on public stockyards and in certain other respects. Three cases resulted in acquittals by juries, and eight were dismissed at the government's own request. The statement of one judge that the Department of Justice ought not to have imposed the stigma of criminal proceedings on the defendants without better evidence seems justified.

9. The *Sherman Act dissolution proceeding filed in 1948* recited the charges made in 1941-42 and claimed that the four largest packers and their predecessor corporations had been in collusion to control competition since

1893. The remedy sought, breakup of the four companies into fourteen, was unrelated to the government's chief item of evidence—the constancy of buying percentages at stockyards caused allegedly by collusion of the two or three largest buyers at each—for it would have left the same number of companies operating at each location. The suit, brought during a national election campaign with the claim that it would keep food prices down, was dropped six years later on the ground that the government could not be expected to prove its case without going back beyond 1930 for evidence, as it was prohibited from doing. Within two years of the dismissal of this suit, market forces had compelled Cudahy to make as drastic a reduction in the number of its packing plants as the government had asked.

10. The *antitrust laws* have discouraged communication between representatives of rival companies, but this is hardly an important matter. The laws have some influence in giving increased confidence to small packers that their big rivals will not attempt to drive them out of business. Such confidence, however, rests very much more on their assurance that they can compete economically on even terms.

11. The chief *trends in concentration* in the packing industry have been the following: (1) a great rise in the share of the market controlled by the Chicago packers in the last third of the nineteenth century as a consequence of improvements in produc-

tion, transportation and storage—but with the effect of increasing competition in the meat trade in every area in the country; (2) a continued growth of the then five largest packers in the first two decades of the twentieth century; (3) a decline in their share in the early 1920s when increasing use of motor trucks and other factors permitted new firms to open successful plants in the livestock-raising districts; (4) a stabilization of shares as the big packers set up interior plants and increased their direct buying; and (5) a significant further decline in the big packers' share since 1935.

12. *Entry* into the packing industry is relatively easy and is a powerful force making for competition.

13. *Mergers* have not accounted for a substantial part of the growth of the large packers. Even in the case of Armour, which absorbed Morris in 1923 over strong opposition by the Secretary of Agriculture, the expansion was in plant and other facilities, but not more than temporarily in sales. Many meat packing mergers have been motivated by the desire for operating economies.

14. Both *large and small packers* have special advantages of their own in competition. A small company slaughtering a single type of livestock bought from nearby farmers for local sale has operating economies which are likely to give it a higher rate of profit than a national packer whose local operations of the same type must be averaged with its other operations. National packers, in turn, are needed to carry storable products over from times of surplus to those of shortage, to handle the full line of beef, lamb, pork, veal and by-products, to move meat from surplus to deficit areas, and to clear the markets in case livestock shipments are unusually heavy. Such functions require large investment in operating facilities and, hence, large capital.

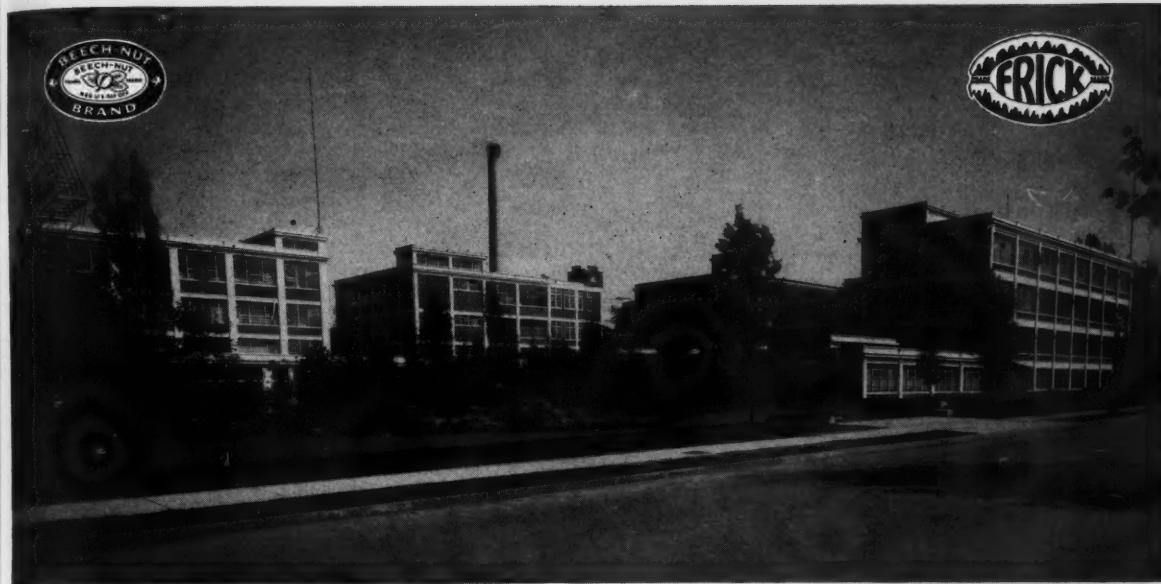
15. *Interlocking directorates* and similar connections were important at the time of the Federal Trade Commission investigation in 1918, but were no longer so when it analyzed the situation as of 1946.

16. Charges once made by the Department of Justice that *trade association activity* in the industry tended to suppress competition were not proved.

17. Competition in the *sale of meat* is dominated by the necessity of moving available supplies before they spoil. The fact that retailers will shift their patronage because of a difference as slight as $\frac{1}{8}$ to $\frac{1}{4}$ cent a pound means that all sellers in a given mar-



ONE OF TWO advertising awards received by Reliable Packing Co., Chicago, in recent nationwide contest is viewed by Gerhart Schild (left), Reliable advertising coordinator, and Will Falstein, account manager, Sidney Clayton and Associates, ad agency that submitted winning entries in contest sponsored by National Federation of Advertising Agencies. One award was for Easter promotion of Reliable "Easy-Carve" ham and the other for exceptional merit of the house organ, "Pig Tales."



One of two Plants at Canajoharie, N. Y.

BEECH-NUT LIFE SAVERS, INC.

LIKE Frick Refrigeration

And use ten big Frick ammonia compressors, plus numerous condensers and coolers, in their famous plants at Canajoharie, N. Y.

For process work, air conditioning, and cold storage, Beech-Nut Life Savers find Frick Refrigeration an indispensable aid.

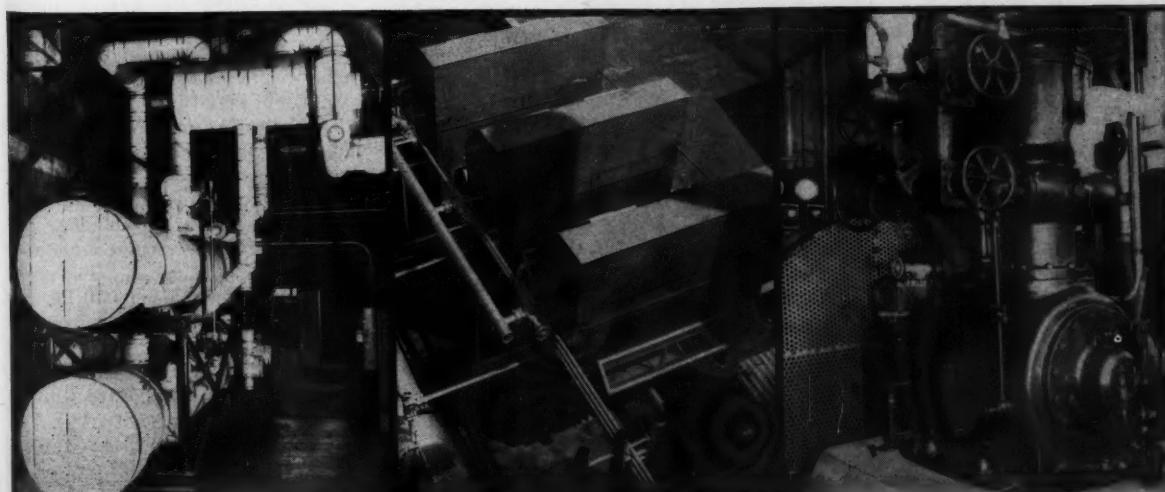
Recent installations made by Mollenberg-

Betz Machine Co., Frick Sales-Representatives at Buffalo.

Let us aid you in applying modern refrigeration and air conditioning to your business. Estimates cheerfully furnished, without obligating you.



Left to Right—WATER CHILLERS . . . CONDENSERS . . . COMPRESSORS IN BEECH-NUT PLANTS



ket have to follow closely price changes of competitors insofar as these correctly reflect current supply and demand. In situations where shares of the different packers in specific markets are found to be stable, it is probably because an attempt by one packer to increase his sales aggressively stimulates self-defensive moves by the rest.

18. A tendency toward uniformity of buying prices for livestock is evidence of competition rather than of collusion. Available statistics at the principal stockyards on the *relative percentages of different types of livestock bought by the leading packers* usually show little change from year to year. Such stability may have been caused by collusion at some times or places. It can also be explained by the fact that each large buyer realized that an attempt to increase his percentage would merely prompt competitors to meet his higher bids in order to maintain their relative position in the market. It has never been proved to be harmful to the livestock raiser, and it cannot be eliminated, for a packing plant of efficient size is almost sure to be a major buyer on the local stockyard.

19. The *direct buying* policies of the big packers indicate, as would be expected, that they are interested in obtaining livestock at least as cheaply as their smaller competitors. The charge that they control the prices at interior markets through manipulation of prices at Chicago is not supportable either by logic or by evidence.

20. *Small packers* at one time may have feared elimination at the hands of the national packers; but this fear hardly exists today—owing both to the antitrust laws and, even more, to the competitive advantages of small operations. Recent complaints that the big packer can make his money on by-products and conduct cutthroat competition in the meat markets have been unconvincing, in view of the declining trend of concentration.

21. *Inter-industry competition* exists for wholesale meat packers in that they must compete, not only with other packers, but also with various sorts of retail slaughterers, with substitute foods, and indirectly with all other demands on income which may cause consumers to economize on this particular high-priced food. When the income of consumers increases, they tend to buy more meat and thus to push up its price relative to other foods. Complaints against the high price of meat generally follow, and the industry gets its full share of the blame.

22. The industry has an excellent

Veteran Concern Rebuilding Much of Plant

A modernization program aimed at cutting expenses by streamlining operations, is underway at the plant of the J. H. Allison Co., Chattanooga, Tenn. Parts of the older brick and concrete structure are being wrecked to obtain a layout by which production costs can be reduced without an appreciable increase in capacity.

Officers of the company are Roy McDonald, president and managing director; Frank McDonald, vice president, and Clifford W. Welch, secretary-treasurer. E. A. Nipp is general superintendent. The firm slaughters 500 hogs and 70 cattle a week and manufactures sausage products. It is the only federally inspected plant in the Chattanooga area. Most of the concern's output is used to supply 30 supermarkets of Home Stores, Inc., operating in Tennessee and Georgia.

Earlier work of renovating parts of the 70-year-old plant included installation of a modern pork cut in 1952 and the addition of sausage machinery, a bacon slicing line and Cryovac wrapping equipment during 1956.

A part of the plant previously occupied by holding and order coolers is being replaced by a 50 x 60-ft. two-story and basement structure with space for dry storage on coolers on the first floor, and bacon slicing, wiener peeling and packaging in the basement. In this move the only parts of the old building to be retained are the outside brick walls. Other changes about the plant will increase the capacity for slicing and wrapping. Cooling for the new sections will be furnished by Gebhardt ceiling units.

SUPERINTENDENT E. A. NIPP watches older part of building (left foreground) being wrecked in preparation for new.

the top floor; shipping and storage slicing, wiener peeling and packaging in the basement. In this move the only parts of the old building to be retained are the outside brick walls. Other changes about the plant will increase the capacity for slicing and wrapping. Cooling for the new sections will be furnished by Gebhardt ceiling units.

An entirely new line of labeling and packaging designed by Miller & Miller was adopted early this year. First grade products are designated as McDonald Farm Brand, which is represented on lithographed labels with the name in white impressed on one end of a stylized red barn. Space for pricing is made available on a white rustic sign board placed at one side of the barn.

performance record from the standpoint of cost reduction and avoidance of waste. To the extent that economies have tended to offset the rising operating and distribution costs of the modern American economy, they have been of benefit to livestock growers. Workers also have shared in the gains of the industry in recent years. Profits are low due to keen competition.

Cannoles of AMI Describes Meat Production Challenge

A 20 to 30 per cent increase in meat production in California, the largest beef producing state in the country, is in prospect during the next 12 years if consumer demand keeps pace with population increases, Carroll Cannoles, West Coast representative of the American Meat In-

stitute, predicted this week in a talk delivered before the Rotary Club in Taft, California.

"Bureau of Census estimates," Cannoles pointed out, "call for a national population of 204,000,000 people by 1970—only 12 years away. This is a 20 per cent increase over this year's population. Obviously, then, we're going to need 20 per cent more meat than the 27,500,000,000 lbs. produced in 1957 if meat consumption per capita is maintained. That would be a total of 33,000,000,000 lbs. But this is the conservative figure. Average American consumption of meat this year is 151 lbs. per capita."

"Medical authorities agree with experts of the U. S. Department of Agriculture that the desirable average meat diet for optimum health is at least 175 lbs. per capita per year."

WHERE YOU SEE THE FINEST IN MEATS YOU WILL SEE GEBHARDT'S CONTROLLED REFRIGERATION SYSTEM.



Stockyards Packing Company, Chicago, uses Gebhardt's Controlled Refrigeration in their coolers. Above picture is a section of their Aging Cooler (32 degree average relative humidity, 80 to 90%). Note the good housekeeping-manner of handling the meats.

The above Gebhardt installation at the Stockyards Packing Company was made by Arctic Engineering Company of Chicago. Arctic has hundreds of Gebhardt installations in the Chicago area, including all types of packing house coolers and processing plants.

"GET A FACTORY PERFORMANCE GUARANTEE"

Our engineering department will work with you or your architect on laying out your refrigerating equipment, and will absolutely GUARANTEE its performance.



GEBHARDT'S CONTROLLED REFRIGERATION SYSTEMS

MANUFACTURED BY ADVANCED ENGINEERING CORP.

3625 W. ELM ST.

• MILWAUKEE, WISCONSIN

• FLAGSTONE 2-2800

"We are able to research the entire field before making a capital purchase because all the manufacturers of various equipment and products are outlined in the

PURCHASING GUIDE!"

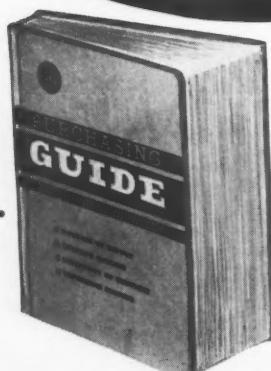
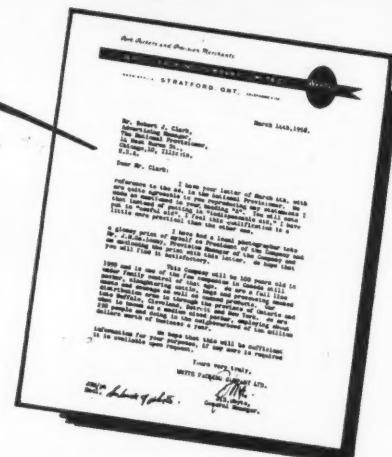
J. S. Whyte

General Mgr., Whyte Packing Co., Ltd., Stratford, Ontario



Shown in the photo above are J. S. Whyte, President and General Manager of the Whyte Packing Company, Ltd., (right) and J. H. Galloway, Provision Manager.

"The information contained
in the Purchasing Guide
is of great benefit to us and
through the years we
have found it to be a useful aid."



Whyte Packing Company Limited which will celebrate its 100th anniversary in 1959 is still owned and managed by the family which founded the business. The company is a full line packer, slaughtering cattle, hogs and processing smoked meats and sausages as well as canned products. It distributes through the province of Ontario and into Buffalo, Cleveland, Detroit and New York.

the only complete source of buying information
for the meat industry!

Around-the-Store Promotion of Meat Accomplished By Means of Portable, Refrigerated Display Cases

Until recently meat processors generally have been limited in the promotional work they could do in supermarkets because of the necessity of confining product displays to the refrigerated show case area.

Perishable packaged meat could not be stacked at the high-impulse sites close to the checkout counters. Furthermore, few retailers have been

tainers can be frozen in the store or at the meat plant. The demonstrator or salesman can rotate the refrigerant containers during the promotion.

Larry Stromberg, advertising manager, and Jack Good, sales promotion, Union Packing Co., have used the units in merchandising the new line of Royal Brand packaged meat. The firm has purchased 15 of the cases.

The new cases permit product displays to be spotted effectively at heavy traffic points, at seasonal locations or for tie-ins.

The portable display case and its refrigerant units are made by Techniform, Inc., Van Nuys, Cal.

Consumers Don't Warm Up So Armour Drops, Swift Curtails Frozen Red Meats

Two major packing companies that began producing frozen red meats in consumer packages in 1956 have curtailed production because consumers failed to warm up to the products. Consumer resistance to the higher prices necessarily charged for the no-waste, top grade items is believed to have been a big factor.

Armour and Company, which had been distributing about seven items on a limited, experimental basis, has discontinued its frozen red meat line altogether, a spokesman said this week. However, he emphasized, Armour still is producing eight to ten frozen speciality items, which are "selling very well." The company began processing frozen primal cuts at its plants in St. Paul and Eau Claire, Wis., in August, 1956.

Swift & Company, while remaining in the frozen primal cut field, has reduced its consumer line from 16 to seven basic items, a spokesman said. The institutional line has not been affected. The Swift spokesman reported that a "tremendous improvement" in product quality has been achieved in the consumer line through new methods of cutting and ageing recently adopted by the company.

Swift began processing frozen red meats in consumer packages in March, 1956. Only Swift "premium" grade meats are used in the line, which is distributed nationally by brokers. The items Swift is continuing to produce are: 3½-lb. beef rib roast, 1-lb. medium and 1½-lb. thick beef sirloin strip steak, 2½-lb. veal leg for roasting, 1-lb. butterfly pork chops, 2-lb. pork roast, 2½- to 4-lb. half lamb leg and 1-lb. lamb loin chops.



SAL PORRETTA, delicatessen manager, Pico Fox Market, and Larry Stromberg, advertising manager, Union Packing Co., both of Los Angeles, examine chunk display in new 25-lb. portable refrigerated show case.

willing to give up refrigerated show case space for the promotion of specific products and new items.

The Union Packing Co. of Los Angeles has found that a new portable refrigerated display case, the "Frigid Spot," has solved these problems in connection with its own demonstrations. The unit has its own refrigerant; it can be placed anywhere in the store without subtracting refrigerated show case space and, after the demonstration, it can be removed from one store for use in another.

The unit is insulated, comes in pastel colors and is refrigerated by an eutectic solution enclosed in a plastic holder that fits into channels in the case. The standard size for the case is 32 x 23½ x 18 in. and it weighs only 25 lbs. The case can be carried in the trunk of a sales car.

The refrigerant container will freeze solid in 20 hours at a temperature of 0° F. and faster at lower temperatures; when frozen it will provide the display case with refrigeration for 16 hours. It is recommended that the refrigerant be renewed daily and that the product on display be rotated every 48 hours. Product placed in the case must be properly chilled since it is not a primary refrigeration unit. Spare refrigerant con-

Miniature Food Supermarkets Being Studied by Big Chains

Two strikingly different types of self-service retail food stores—the tremendous "super store" and the "miniature supermarket"—are attracting the attention of major food chains in the United States. Earl R. Silvers, Jr., vice president of the Grand Union Co., told 200 businessmen and educators from 20 nations at the 7th International Conference of the Green Meadow Foundation at Zurich, Switzerland, last week.

Sponsored by the Federation of Migros Cooperatives of Zurich, the Green Meadow Foundation is devoted to research and education, and the major theme of the four-day conference was devoted to new aspects of self-service.

The "super stores," which are being tried, Silvers said, "are up to 100,000 sq. ft. in size and carry not only the regular line of foods and non-foods found in the average supermarket, but many other lines usually found in department stores, discount houses and variety stores.

"Contrasting sharply with these huge markets," Silvers noted, "are miniature supermarkets 2,000 to 3,000 sq. ft. in size—about one-tenth as large as the average American supermarket." Most of the miniature markets are open 24 hours a day, seven days a week, Silvers continued, and people who go to supermarkets once a week for their big order use the smaller stores for fill-in orders. Because of their phenomenal success, some larger U. S. food chains are investigating their possibilities.

California Group Gets Set To Speed Up Beef Promotion

The California Beef Council has taken steps to initiate and accelerate a program of beef promotion and consumer education. The council's board of directors, meeting recently in San Francisco, laid plans for research, public relations, and budget and consumer education.

The directors appointed Hoefer, Dietrich & Brown, a San Francisco advertising agency, to conduct the program. With the announcement of the agency to handle the account, manager Walter Rodman said: "Our ten-point beef promotion and consumer education program is ready to be launched on behalf of beef."

Rodman added that the council's public relations program has stimulated new confidence in the beef industry, and that merchandising ideas and programs are being executed.

Rhodesian Beef To Israel

The Federation of the Rhodesias and Naysaland will send a trial shipment of about 2,000,000 lbs. of beef to Israel this year, according to the Rhodesian Cold Storage Commission. The beef will be shipped in two equal lots during August and September. If these shipments are successful, further exports are planned.

Lohrey Tries Some Ideas

[Continued from page 16]

Frozen chopped meats are added directly to the Chop-Cut. If frozen meats are used, warm rather than iced water is added.

Whereas it formerly required 13 minutes to chop out a frankfurter batch, the new unit does the task in 9 minutes, comments Mervin Applegarth, jr., sausage maker.

The day shipping clerk on the loading dock is furnished with a calculator to make the extensions on will-call and special delivery orders.

Under the old arrangement the order was checked for weight billing and was taken to the office where a clerk would have to stop her work and make the extensions. Even though his order was ready, the customer would be forced to wait until this job was completed. Now the shipping clerk checks the extensions and totals them. When the order moves onto the loading dock via a roller conveyor the customer gets it and the shipping invoice at the same time. He does not feel that he is wasting time while the office people are making out his bill.

The volume of will-call orders is such that the shipping clerk can easily handle this function, says Moellering. A copy of the order goes back to the office for rechecking. However, this is done in a routine manner.

Eastern Packer Adopts Two Measures To Improve Economy and Performance of Delivery Fleet

Rental of its entire truck fleet and standardization on hydraulic truck refrigeration drives are two measures recently adopted by Fried & Reineman Packing Co. of Pittsburgh, Pa.

The firm equipped its first four trucks with hydraulic refrigeration drives a year ago and completed its modernization program six months later. Thermo King refrigeration units are powered by Sundstrand drives

er rate despite variations in engine speed.

Both the pump and motor are of the piston type. No oil is bypassed as the pump delivers only the amount the motor requires to maintain speed. Return flow from the motor passes through a 1½-quart reservoir where it is filtered before returning to the pump. A solenoid valve built into the pump that responds to the truck



using a power takeoff mounting. The pump—which is the heart of the hydraulic drive—rotates at a rate proportional to truck engine speed. The fluid motor receives a constant flow of oil through hydraulic hose or tubing to maintain its required speed and turn over the compressor at the prop-

thermostat starts up or shuts down the refrigeration system.

"These refrigeration units require a minimum of maintenance and yet are as simple to operate as a home refrigerator," reports Carl Gabosh, plant superintendent. "Once the thermostat is set the unit operates itself." He further points out that operating costs now are less per week than they were in one day when the company was using another refrigerant.

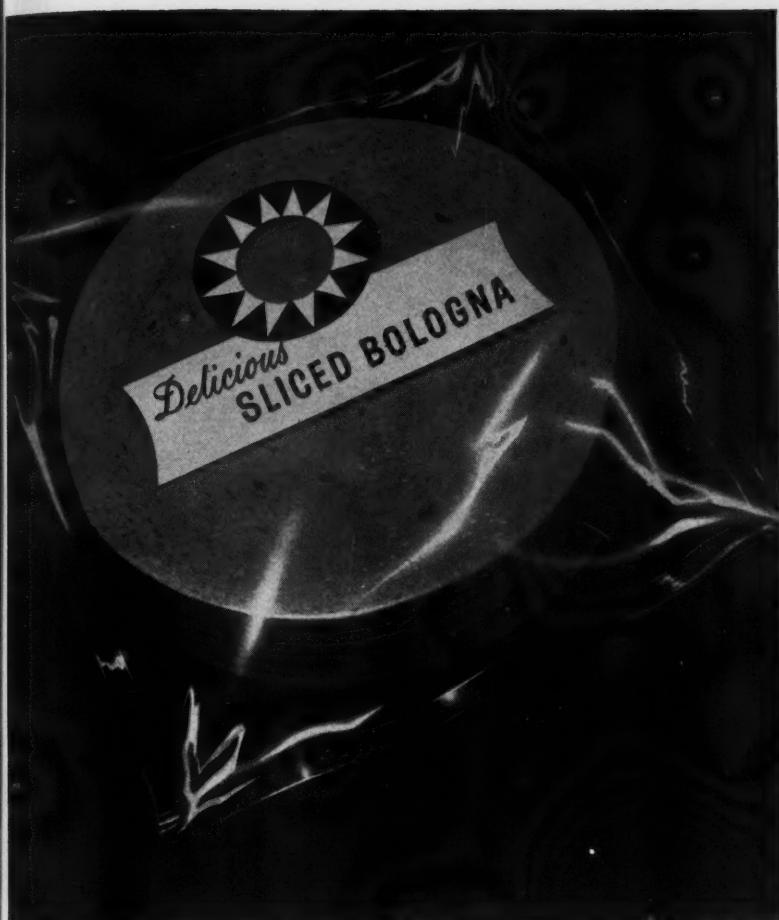
"We've had these units on some of our trucks as long as one year and we have had no maintenance problem at all," Gabosh comments.

The company's trucks are used mainly for city and suburban driving with long hauls being a rarity. When the trucks are on the road, the refrigeration system is driven by the hydraulic unit. When trucks pull into the plant, an electric motor provided in the refrigeration unit is plugged into the plant power system.

Fried & Reineman's entire fleet is rented from the Hertz organization. The trucks are outfitted to the packer's specifications.



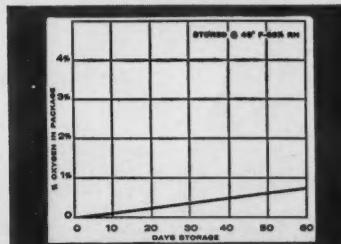
PRESIDENT Louis Moellering and Mervin Applegarth, jr., sausage maker for the Cincinnati plant, examine the Chop-Cut machine which has been used for heavy production runs of eight to ten hours to turn out emulsion batches for stuffers every few minutes.



KEEPS THE SELLING COLOR. Vacuum packages made with a combination of "Mylar" and polyethylene prevent fading or greening even at low temperatures and high relative humidity.



GREATER DURABILITY IN LARGE PACKAGES. You can prepare larger, bulkier units. Drum test proves they will resist punctures, tears, seal breaks.



SUPERIOR OXYGEN IMPERMEABILITY. Chart shows the low gas permeability of vacuum packages made with "Mylar," even at high humidities.



SUPERIOR APPEAL. Good clarity and excellent printability of new vacuum packages gives lunchmeon meats greater sales appeal.

Here's why more packers are using new vacuum packages made with Du Pont Mylar®

Packers now have greater opportunity to use vacuum packaging on "difficult-to-package" items thanks to a combination of Du Pont "Mylar"® polyester film and polyethylene. Vacuum packages made with "Mylar" are extra-strong and durable, ideal for large bulky units . . . they hold the vacuum, virtually eliminate frank greening or luncheon-meat fading.



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...THROUGH CHEMISTRY

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E. I. du Pont de Nemours & Co. (Inc.)
Film Dept., Room 9420N, Nemours Bldg., Wilmington 98, Del.

NP-7

Please send additional information on applications and types of "Mylar" polyester film available.

Application _____

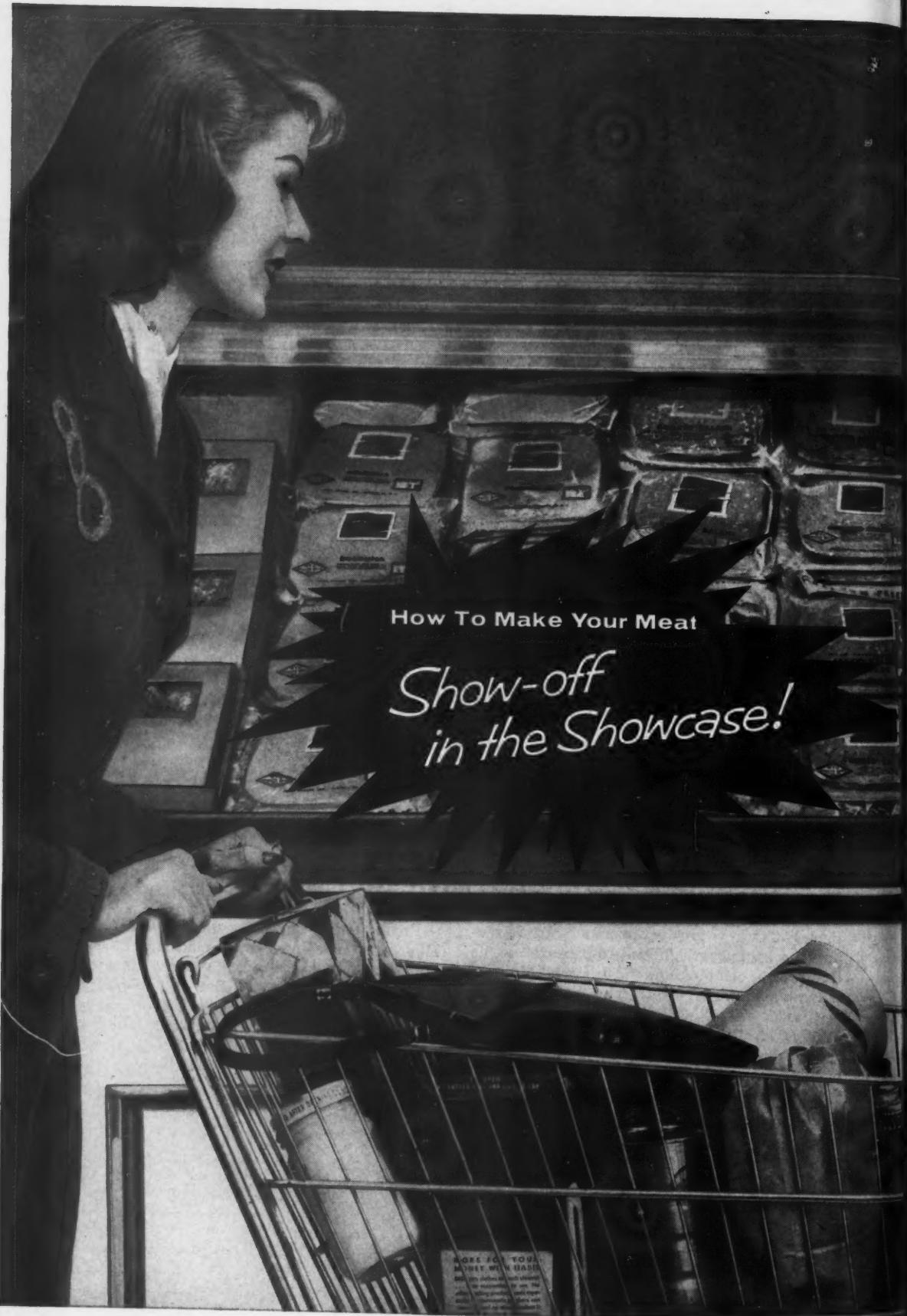
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Company _____

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*When Your Meat Looks Its Best,
It Sells Faster,
Stays Saleable Longer*

Use Pfizer Isoascorbic Acid

**The Low-Cost Way To Curb
Color Fading, Reduce
Smokehouse Time**



The sales-appeal of the processed meat in any retail showcase hinges importantly on its eye-appeal to the shopper. That means *color!*

Today, it's easy for you to avoid the sales handicap of color fading due to time and other factors such as fluorescent lighting. Pfizer offers low-cost, easy-to-use Isoascorbic Acid and Sodium Isoascorbate for this protection.

A few ounces of Isoascorbic Acid or Sodium Isoascorbate assures long retention of the appetizing color that lures the shopper to *your* processed meats.

Isoascorbic Acid is added during the chop to such products as franks, bolognas and luncheon meats—sprayed on pre-sliced ham and bacon. Sodium Isoascorbate is added to whole hams during the pump pickling operation.

Protect your meat sales with Pfizer Isoascorbic Acid or Sodium Isoascorbate.



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For Over A Century.*

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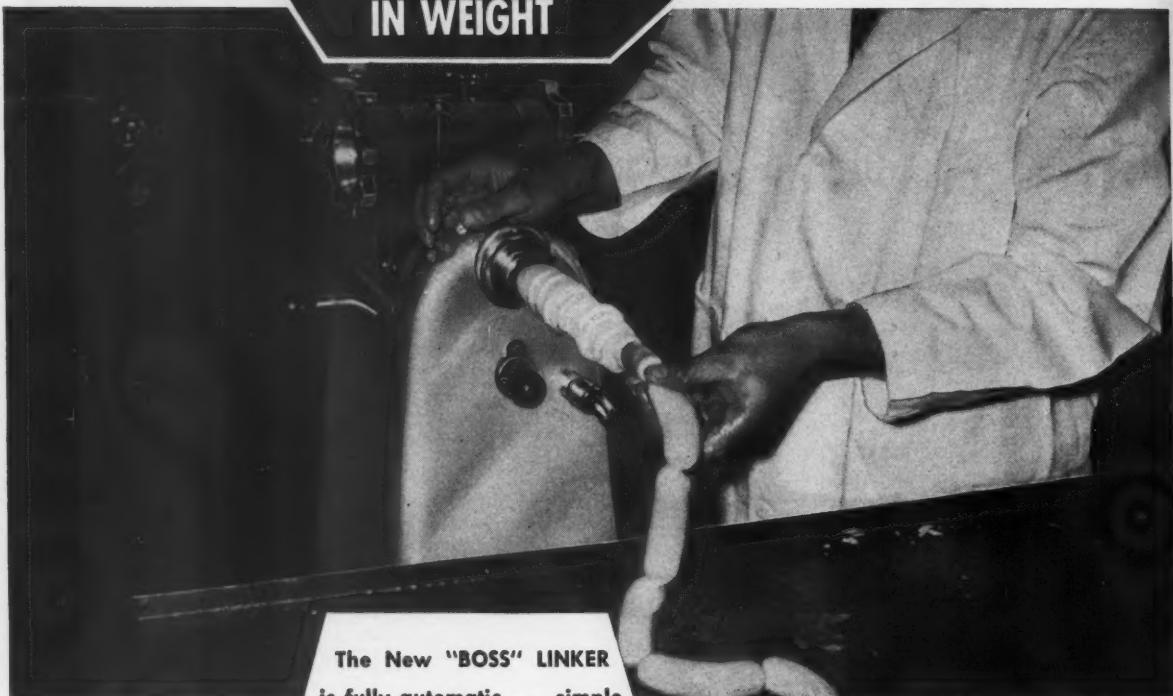
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Produces

- 85 to 126 LINKS Per MINUTE
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- LINKS UNIFORM IN WEIGHT

Use with
any stuffer

For use with
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The New "BOSS" LINKER
is fully automatic . . . simple

. . . proven trouble-free. Light in
weight . . . highly portable . . .
occupies a minimum of floor space.
Easy to clean . . . stainless steel contact-
parts insure sanitary operation . . . can be
used with any make or size stuffer. Rugged,
built for long life . . . has 2 H.P. motor . . .
Patent Applied For . . . all repair parts are now
available at The Cincinnati Butchers' Supply Company.

Quotations sent on request.
Please specify voltage . . .
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your plant when writing.

FOR DEMONSTRATION IN YOUR PLANT, WRITE TO:

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
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57-2



The Meat Trail...

Beavers of Georgia Aims at Larger Volume

Rapidly rebuilding older parts of the plant and adding new structures, the Beavers Packing Co. of Newnan, Ga., is expanding as fast as possible to an estimated weekly volume of 200,000 lbs. of manufactured meats and the slaughter of 1,000 hogs and 200 cattle.

The plant is located 37 miles southwest of Atlanta in a section well known for its peach and cotton crops. The city of Newnan is rated as one of the wealthiest communities per capita in the nation.

The Beavers plant already has in operation 4,000 sq. ft. of added floor space housing three eight-cage smokehouses, a Jourdan cooker and a room for general processing. A 45 x 50 ft. sausage kitchen and a 16 x 40 ft. holding cooler are under construction. This section will be served by overhead track and a bucket conveyor system between essential points. Equipment will be supplied by John E. Smith's Sons Co. When this area is ready for occupancy the old sausage kitchen will be converted into a beef holding cooler and the old smokehouse and cooking room will be made into an offal cooler.

Construction was planned by the firm of Henschien, Everds & Crombie to meet federal inspection requirements. Features of the building include walls of cream glazed tile from floor to ceiling, floors of split brick and ceilings of long-span precast concrete slabs. The company now operates under state inspection, but plans to go federal when the present building program is completed.

The firm is operated as a partnership by JAMES A. BEAVERS, MRS. BEAVERS and JAMES BEAVERS, JR., who is general manager. James, jr., was elected president of the Georgia Independent Meat Packers Association in 1958. He is shown in the picture above checking on the progress of construction. Another son, WILLIAM, serves as personnel director for the company.



Armour Lab Gets New Name; Hardt Elected as President

Armour and Company, Chicago, has changed the name of its Armour Laboratories division in Kankakee, Ill., to Armour Pharmaceutical Co. and elected ROBERT A. HARDT as president of the subsidiary. Hardt also was elected a vice president of the parent company.

The new name was selected because it is more descriptive of the subsidiary's operations, WILLIAM WOOD PRINCE, Armour president, explained. He said that it does not involve any change in the corporate structure.

Hardt previously was executive vice president for marketing of Hoffmann-La Roche, Inc., Nutley, N. J., producer of pharmaceuticals and vitamins. He will assume his new posts with Armour Pharmaceutical Co. and the parent firm on September 1.

Improved Trade Is Goal of Tour by German Officials

Three top officials of the German meat industry just completed a two-week tour of midwest meat packing plants and universities as a part of a cooperative effort by the U. S. Department of Agriculture and the American Meat Institute to improve trade with Germany.

Dr. HELMUT BARTELS of the meat inspection division, ministry of agriculture, Bonn, Germany, Dr. WALTER BUTSCH, chief of the meat inspection service of the port of Hamburg, and Prof. WILHEM GISSKE of the Federal Research Institute of Meat Products, Kulmbach, arrived in this country July 7, accompanied by Dr. JOSEF WIENKIN of the U. S. agriculture attaché's office in Bonn.

Germany is one of the most important foreign outlets for American lard, and officials of both countries

are anxious to develop a closer correlation between their inspection systems," the Institute pointed out. "We feel confident that the meetings between German officials and their American counterparts will bring about smoother trade relationships for both countries."

The itinerary of the German guests included trips to packing plants in Minnesota, Iowa, Wisconsin and Illinois, a visit to Iowa State College, a day viewing a typical Corn Belt farm, and informal meetings with government officials in Washington. During their stay in Chicago, the visitors spent an afternoon at the American Meat Institute Foundation and were guests of the American Meat Institute at a luncheon meeting and dinner.

PLANTS

E. J. Archie & Sons, Inc., Buffalo, N. Y., has begun construction of a new 80 x 35-ft. slaughterhouse and new cattle pens. Cost of the expansion was estimated at \$50,000 by DON R. ARCHIE, vice president. The company, founded in 1932, now employs 22 persons.

Horlacher Meat Co., Salt Lake City, is adding new sausage equipment and plans to obtain federal inspection, according to WILLIAM S. HORLACHER, president.

Sierra Meat Co., Fresno, Calif., has constructed a new building apart from the main plant to house an employees' locker room and shroud and frock laundry. An American Laundry Machine Co. washer and dryer and a Troy extractor launder 200 shrouds and 15 work coats at one time.

Royalist Provision Co., Inc., Philadelphia, has filed an application to amend its articles of incorporation to increase authorized capital stock to \$400,000.

Fire destroyed the meat processing plant of JEFF CRUSE, situated near Winnboro, La.

A permit for the construction of a \$71,581 plant addition has been issued to Curtis Packing Co., Greensboro, N. C.

Fire that swept through two workshops in the refrigerator car repair yard at Armour and Company, Chicago, caused damage estimated at \$50,000.

Richfield Packing Co., Richfield, Utah, has increased its volume each

month since last November when it began operating as a three-man partnership, according to partners MACK GENTRY, VAL DEAN JESSEN and LAWRENCE NASER. The plant now processes about 125 head of livestock each month.

Delta Packing Co., Inc., Clarksdale, Miss., has been granted a charter of incorporation listing capital stock of \$100,000.

Tog Packing Co., Inc., Buffalo, N.Y., has constructed a 25x30-ft. cutting room and installed a new refrigeration system at a cost of \$40,000. MOSES TEPLESKY, president, said the improvements are the first step in a long-range program of complete plant renovation. The company now slaughters and processes 100 to 150 head of cattle weekly.

Lay Packing Co., Knoxville, Tenn., has received permission from the city council to construct livestock holding pens on recently-purchased land behind the packing plant.

Sharon Beef Co. has been established by JULIUS FOX and ALVIN BRODSKY at 230 S. Water st., Philadelphia, Pa.

The retail meat market and frozen food center formerly operated by Fairlawn Meats, Inc., at 473 Wooster rd., W., Barberton, O., is being converted by the company into a meat processing plant. B. H. EKERS, head of Fairlawn Meats, announced.

JOBS

THOMAS J. FINN has been named sales promotion manager for C. A. Durr Packing Co., Inc., Utica, N. Y. He formerly was associated with Westinghouse Electric Corp.

JACK JAQUET, formerly of Davenport, Ia., is the new personnel officer of Oscar Mayer & Co. in Philadelphia. Jaquet once was the baseball and football coach at Monmouth College in Davenport.

The promotion of two sales department executives at John Morrell & Co. has been announced by C. I. SALL, vice president and general manager of the Morrell plant at Sioux Falls, S. D. GUNNARD O. JOHNSON, who has been serving as manager of the canned meat division at the Sioux Falls plant, has been named to the newly-created position of company canned meat manager and will be responsible for canned meat sales of the entire company. Johnson will move his headquarters to Ottumwa, Ia., later this year. LEONARD NELSON,



LEARNING FAMILY business during vacations and holidays, John F. Krey, III (left), son of president of Krey Packing Co., St. Louis, examines texture of large bologna with George Ballhausen, sausage superintendent. Young Krey is majoring in business administration at Washington University, St. Louis. Sausage being examined had been emulsified by a Griffith Mince Master.

who is manager of the frozen foods division at Sioux Falls, will assume the additional responsibilities of manager of the South Dakota plant's canned meat division.

HOWARD T. BOONE has been appointed city sales manager for The Rath Packing Co. in St. Louis.

DEATHS

ROBERT TILLERY LAY, 54, vice president and sales manager of Lay Packing Co., Knoxville, Tenn., died recently. Two brothers, THURMAN and IRA, also are associated in the meat packing business, which was founded by their father, the late TILLMAN LAFAYETTE LAY.

ALBERT L. TOLIN, 76, retired general manager of the Swift & Company plant in Harrisburg, Pa., died July 11 in Chicago. He retired in 1947 after 43 years with Swift. Surviving are the widow and two sons.

WILLIAM HENRY SIMS, 70, who drove a truck for The Canton Provision Co., Canton, O., for 38 years without an accident, died recently. He retired four years ago with a perfect driving record. Sims appeared in Ripley's "Believe It or Not" after driving 23 years without an accident.

TRAILMARKS

An increase from nine to 12 in the membership of the board of International Packers, Ltd., Chicago, and the election of three new directors have been announced by A. THOMAS TAYLOR, chairman of the board. The

new directors are FRANCIS L. ELMENDORF of Cleveland and EDWARD G. MILLER, JR., and LEO N. SHAW, both of New York City. Elmendorf is senior vice president of Robert Heller & Associates, Inc., engineering and consulting firm. Miller is a partner in the investment firm of Lazard, Freres & Co. Shaw recently retired as senior vice president of the First National City Bank of New York.

The Philadelphia Fellowship Commission has awarded a "Golden Ruler" to ABE COOPER, president of Bernard S. Pincus Co., Philadelphia, in recognition of his help in furthering efforts of the commission to "build a city which lives by the Golden Rule." Cooper has been active in the organization for many years and heads the meat industry division in the annual membership enrollment drives.

FRANK BRACEY, former meat wholesaler in St. Johnsbury, Vt., has assumed his new full-time post as executive director of the St. Johnsbury Chamber of Commerce.

Seven credit unions have been organized recently by employees in the meat packing industry. Names of the new organizations are: Superior Credit Union, Payette, Ida.; King Credit Union, Nampa, Ida.; Reelfoot Packing Co. Employees Federal Credit Union, Union City, Tenn.; Morrell Madison Federal Credit Union, Madison, S. D.; Bar S Credit Union, Seattle, Wash.; the Union Stockyards



NIMPA LEADERS attending recent southern division meeting of NIMPA Accounting Conference at Piedmont Hotel, Atlanta, Ga., included (l. to r.) Robert L. Redfern, Pioneer Provision Co., Atlanta, vice president of NIMPA Southern division; NIMPA director Frank W. Thompson, Southern Foods, Inc., Columbus, Ga.; executive secretary John A. Killick, and A. C. Bruner, East Tennessee Packing Co., Knoxville, Tenn., NIMPA director and one of two southern division directors of Accounting Conference. Meeting featured discussion of inventory evaluation led by Coy B. Melvin, Lykes Bros., Inc., Tampa, Fla.; talk on general and administrative expenses led by Jim Craft, Haas-Davis Packing Co., Mobile, Ala., and plea for greater plant vigilance by Thompson, who spoke on "Product with Wings."

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Saver!*



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A really rugged unit that speeds up meat transfer and saves labor, too. Made of 14 gauge 18-8 stainless steel for maximum sanitation. Welded construction with reinforced coved corners. Frame is made of heavy gauge structural steel, galvanized after fabrication. Trolley is ball-bearing type.

BUCKET DIMENSIONS: 27" wide, 36" long,
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THE NATIONAL PROVISIONER, JULY 19, 1958

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Leading refrigeration engineers find that wasteful heat flow is stopped quickly and easily by covering pipes and ducts with Ozite all-hair insulating felt. They find that easily-installed Ozite steps up refrigerating capacity of their equipment and reduces power consumption.

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Employes Credit Union Society, Ltd., St. Boniface, Manitoba, Canada, and Schwartzman Packing Co. Employes Credit Union, Albuquerque, N. M. Members own and operate the credit unions under state or federal law and with government supervision. They combine savings and make low-cost loans to one another. There are now 256 credit unions for meat packing workers, according to the Credit Union National Association (CUNA), with headquarters in Madison, Wis.

The Mid-West Order Buyers station at Mt. Sterling, Ill., made news recently when it purchased 1,174 hogs from a single farm at one time. The hogs, averaging 224 lbs. each, were purchased from the Jim PAISLEY farm near Ripley, Ill., for \$23.50 per cwt., or a total of more than \$60,000. Mid-West Order Buyers, headed by HARRY L. SPARKS, bought the hogs for three eastern and two midwestern packing companies.

HARRY F. OILAR of Brookston, Ind., has been named first-place winner in the 500-mile race contest sponsored by Stark, Wetzel & Co., Inc., Indianapolis, over Radio Station WIBC during the month of May. He will receive a 12-lb. box of assorted



"MRS. GEORGIA" and "Miss Georgia" got together recently in a supermarket. Occasion was a special promotion at Kroger Co. supermarkets in Atlanta area. Wilson & Co., Inc., and Pepsi-Cola Co. supplied the two young women and also assisted in the general promotion. Mrs. Georgia holds Wilson Tender Made ham in the photograph.

Stark & Wetzel meats each month for one year. Contestants were asked to list the drivers who would place first, second and third in the big Memorial Day race at Indianapolis.

A variance from the zoning laws of the city of Rochester, N. H., has been granted by the Rochester zon-

ing board of adjustment to Auburn Packing Co., Auburn, Me., approving a petition for the erection of a supermarket at 60 Wakefield st. The packing company plans to build a colonial-type supermarket, which will be leased to the Great Atlantic & Pacific Tea Co.

Excelsior Quick Frosted Meat Products, Inc., Long Island City, N. Y., has appointed Hart Co. of Tampa, Fla., as Excelsior broker in the Tampa area.

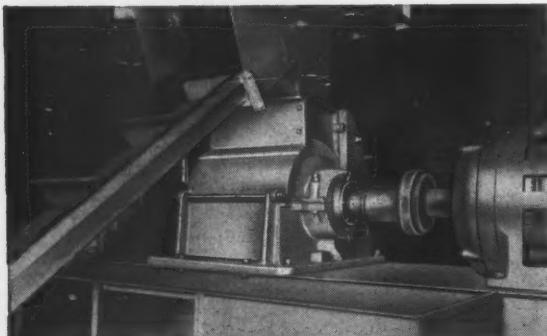
JACK SAVAGE of Blackwell, Okla., has been elected president of the new Central Kansas and Oklahoma Swine Producers Association.

John Morrell & Co. has inaugurated a suggestion system for employees at all plants. Cash awards for ideas for better operating procedures will range from \$10 to a maximum of \$2,500.

The National Sales Executive Organization has presented its "Distinguished Salesman's Award" to MAX F. SCHWEITZER, a representative of The Rath Packing Co. in Miami, Fla.

JOE PAULL, Philadelphia meat purveyor, has been installed as chairman of the board of the Down Town Jewish Home for the Aged in that city.

cutting action...no hammermill action with **M & M** meat converters



Show here is an M & M meat converting installation in a rendering plant. Converter is arranged for feeding from the first floor by means of a conveyor. Material can also be fed from floor above by gravity through a chute. Ground material is delivered to cookers by conveyor. Machine is designed so material cannot collect inside and throw equipment out of balance. Provides fine, uniform cutting of meat, shop fats and bones. Wide range of sizes and types. Write for further information.

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INDUSTRY'S STANDARD FOR OVER 100 YEARS

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VEGETABLE LIVERWURST COLORS

Send for our new *Atlas Food Color Guide and Price List*. It contains important information for food processors.

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Federal Meat Inspection Is Granted to 12 Plants

The Meat Inspection Division has announced the granting of federal meat inspection to the following plants:

Turlock Meat Co., Clausen rd., mail, P. O. Box 586, Turlock, Calif.; Jiffy Steak Co., Saltsburg, Pa.; Merchants Beef Co., 133-134 Newmarket sq., Roxbury, Boston 18, Mass.; Crawford County Packing Co., P. O. Box 198, Denison, Ia.; Max Karler & Son, Broadway, S. E., Albuquerque, N. M., and Perlin Packing Co., Inc., 435 E. Indian River rd., Norfolk 6.

Also, Medomak Canning Co., Winslow Mills, Me., mail, 445 Main st., Rockland, Me.; Stearns Packing Co., 358 Washington st., Auburn, Me.; Dallas City Packing Co., Dallas City, Ill.; Losero's, 4117 W. Vickery blvd. mail, 514 S. Henderson st., Fort Worth 4, Tex.; Packaging Development Co., 942 Kawaiahao st., Honolulu 14, Hawaii, also doing business as Purity Foods Co., and Sack & Bober 121 N. Exeter st., Baltimore.

Inspection has been withdrawn from L. H. Babb, Ivor, Va.; Colonial Packing Co., Boca Raton, Fla.; Oscar Mayer & Co., Inc., 1135-1139 W. 47th st., Chicago 9, Ill., and Korona Food Products, Inc., 2117 Abbey ave., Cleveland 13, O.

Inspection previously granted to Boston Brokerage Co., 13-15 Ferry st., mail, 148 State st., Boston, Mass., has been extended to include Gold Medal Beef Corp., the MID report said.

Hot Dogs Are Big Lure at Press Club 'Family Frolic'

Franks provided by the American Meat Institute were a big attraction for 3,500 persons who attended the National Press Club's annual "Family Frolic" in Washington, D. C.

Helping to consume 1,000 lbs. of hot dogs were Vice President Nixon and U. S. Attorney General William P. Rogers, augmented by a delegation of senators and representatives.

County Extends Inspection

A new ordinance passed by the Buncombe County board of health in Asheville, N. C., puts all county meat processing firms under the supervision of the county health department. The ordinance which simply extends the department's authority, requires all slaughtering and meat processing plants to be licensed and to submit to periodic inspections. Sausage plants heretofore were inspected on a voluntary basis only.

SCHERMER STUNNER

for Humane Slaughtering

SWIFT—SURE—SAFE—SILENT

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LOW OPERATING COST

The SCHERMER MODEL M.E. Fully meets these conditions. 30 years of experience in the manufacture of stunning devices for humane slaughtering have produced an instrument with these unique features. It can stun 100 head per day without interruption for repacking of the barrel or for cleaning of the mechanism. Quick action is assured by automatic withdrawal of the bolt and automatic ejection of the spent cartridge. More than half a million stunners are in operation in all parts of the world.

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Something NEW!

ECONOMICAL and DELICIOUS • LOW in CALORIES • HIGH in PROTEIN
NO WASTE • JUST SLICE and EAT

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Delicious Served Hot or Cold

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of good sausage . . . but it's no
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Asmus Brothers have a spicy but mild seasoning for wieners that is so right that eager customers will keep reaching for your product.



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HYGRADE'S



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HYGRADE FOOD PRODUCTS CORP.

EXECUTIVE OFFICE: 2811 Michigan Ave., Detroit 16

ALL MEAT... output, exports, imports, stocks

Total Meat Production Little Off for '58

Meat production under federal inspection last week totaled 356,000,000 lbs., 19 per cent above the previous week, but 7 per cent less than the like week in 1957. Slaughter of all species was considerably above the volume during the previous holiday week. Cattle slaughter was 20 per cent above a week ago; calf slaughter at 99,000 head was 16,000 more than last week; estimated hog slaughter—965,000 head—was 20 per cent above the previous week; sheep and lamb slaughter at 233,000 head compared with 193,000 head for the preceding week. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK (Excl. lard)		TOTAL MEAT PROD. Mill. lbs.
	Number M's	Production Mill. lbs.	Number M's	Production Mill. lbs.	
July 12, 1958	353	197.7	965	134.7	
July 5, 1958	294	164.9	805	114.6	
July 13, 1957	401	218.6	979	136.2	356

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mill. lbs.
	Number M's	Production Mill. lbs.	Number M's	Production Mill. lbs.	
July 12, 1958	99	13.3	233	10.3	356
July 5, 1958	83	10.7	193	8.5	299
July 13, 1957	133	17.6	276	12.4	385

1950-58 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.

1950-58 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHT AND YIELD (LBS.)

Week Ended	CATTLE		HOGS		LARD PROD. Mill. lbs.
	Live	Dressed	Live	Dressed	
July 12, 1958	1,000	560	247	140	
July 5, 1958	1,010	561	352	142	
July 13, 1957	972	545	246	139	

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Mill. lbs.
	Live	Dressed	Live	Dressed	
July 12, 1958	240	134	92	44	14.7
July 5, 1958	233	129	91	44	31.5
July 13, 1957	234	132	93	45	

'Down Under' Meat Unloaded At San Francisco-Los Angeles

Almost 22,000,000 lbs. of beef, veal, lamb and mutton from New Zealand, Australia, West Africa and Ireland has been unloaded at San Francisco and Los Angeles in the three months ending June 30. Sixty-seven per cent of this volume went to San Francisco. A summary of data gleaned from files at the U.S. customhouse in San Francisco follows:

FROM NEW ZEALAND		Lbs.
Carcasses	.....	61,676
Cuts	.....	17,991
Mutton	.....	323,852
Beef		
Carcasses	.....	1,646,306
Cuts	.....	932,051
Boneless	.....	13,024,515
Veal	.....	73,157

FROM AUSTRALIA		Lbs.
Carcasses	.....	3,141
Mutton	.....	518,421
Beef		
Carcasses	.....	82,468
Cuts	.....	14,298
Boneless	.....	1,528,058

FROM WEST AFRICA		Lbs.
Mutton	.....	11,760
Goat	.....	10,920
Beef, boneless	.....	77,206

FROM IRELAND		Lbs.
Beef, boneless	.....	500,608

CCA Endorses Market Order For Beef Promotion, Research

Members of the Colorado Cattlemen's Association, by a roll call vote at their 91st annual convention in Denver, endorsed a marketing order under the Colorado Agricultural Marketing Act of 1939 to finance beef promotion, marketing research, and consumer preference research. The resolution passed by 1,823 to 286.

The resolution instructed the CCA board of control to cooperate in drafting the marketing order for the association, and to assist in holding a referendum. (Such a marketing order prior to becoming effective must have the approval of 66 2/3 per cent of the cattle producers, feeders, and dairymen voting, representing two-thirds of the cattle numbers of those voting in a referendum election.) The resolution said that no deduction should exceed ten cents per head, and that the tentative marketing order should be submitted to each local association for consideration.

Indianapolis Yards Institute Chooses Marketing Manager

The new manager of the Marketing Institute of the Indianapolis Stock Yards is Edward F. Pendergast, formerly assistant director of the South St. Paul Market Institute for eleven years. Institute directors said Pendergast will assume his duties this week.

In accepting the appointment, Pendergast said: "An informed agriculture is a prosperous agriculture. Through the services of the Marketing Institute we shall continue to provide news and information to livestock farmers that will aid them in making sound marketing decisions and benefit the livestock industry in the area served by the Indianapolis market."

U. S. COLD STORAGE MEAT STOCKS JUNE 30, 1958

	June 30 1958	May 31 1958	June 30 1957	5-Yr. av. 1953-57
1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.
Beef, frozen	96,597	89,365	102,156	121,162
Beef, in cure and cured	10,827	10,662	10,888	8,198
Total beef	107,424	100,027	113,044	129,360
Pork, frozen:				
Picnics	6,274	6,325	13,316	***
Hams	30,611	41,262	49,145	***
Bellies	63,427	84,987	70,429	***
Other pork	55,438	57,277	88,785	***
Total frozen pork	155,750	189,801	221,675	268,855
Pork in cure and cured:				
Bellies, D.S.	11,487	11,187	11,548	***
Other D.S. pork	7,964	7,691	6,488	***
Other cure pork	34,770	34,160	38,913	***
Total, all pork	54,221	53,088	56,949	91,666
Veal in freezer	200,971	242,839	278,634	361,521
Lamb and mutton in freezer	7,406	7,441	10,277	12,139
Canned meats in cooler	11,909	10,431	6,870	9,302
Total, all meats	393,409	421,995	485,304	574,123

On June 30, 1958 the government held in cold storage outside of processors' hands 1,854,000 lbs. of beef and 1,826,000 lbs. of pork. *Not reported separately previous to 1957.

PROCESSED MEATS . . . SUPPLIES

P. L. 480 Meat Shipments

Total \$37,700,000 in '56-'57

Almost 113,000,000 lbs. of meat from the United States were shipped abroad under Title I of Public Law 480 during 1956 and 1957. The market value of this meat was \$37,700,000. No new shipments are being planned. Beef exports totaled 93,000,000 lbs. since the beginning of the program. Mostly lower grade cow beef was shipped to Israel, Spain and Turkey when supplies were unusually large and prices relatively low. About 19,600,000 lbs. of pork went to Korea and Spain. These exports included canned hams, other canned pork, and fatback. Small quantities of frozen variety meats have been shipped to the Philippines.

Exports of Inedible Tallow Down Sharply In Jan.-March

United States exports of inedible tallow and greases in January-March 1958 totaled 283,500,000 lbs. This volume was about 31 per cent below the 410,500,000 lbs. shipped during the corresponding period a year earlier.

South America was the only major marketing area that increased tallow purchases from the U. S. over this period. Exports to Europe, which accounted for 58 per cent of U. S. trade in 1957, were down 43 per cent.

Higher U. S. prices, as well as increased competition from Australia, Canada, and Argentina, were mainly responsible for the decline in trade.

DOMESTIC SAUSAGE

	(lcl. lb.)
Pork sausage, bulk, in 1-lb. roll	.49 @ 49%
Pork saus., a.c., 1-lb. pk.	.64 @ 67
Frank's, s.c., 1-lb. pk.	.69 1/2 @ 69
Frank's, skinless, 1-lb. package	.56 @ 57
Bologna, ring (bulk)	.56 1/2 @ 65
Bologna, art. cas., bulk	.47 1/2 @ 49
Boiled, a.c., sliced, 6-7 oz., doz.	3.13 @ 3.84
Smoked Liver, h.b., bulk	.56 @ 63
Smoked liver, a.c., bulk	.45 @ 52 1/2
Polish saus., smoked	.60 @ 70
New Eng. lunch spec.	.87 @ 76
New Eng. lunch spec., sliced, 6-7 oz., doz.	4.00 @ 4.92
Olive loaf, bulk	.51 1/2 @ 59 1/2
O.L., sliced 6-7 oz., doz.	3.33 @ 3.87
Blood, tongue, h.b.	.68 @ 72
Blood, tongue, a.c.	.45 1/2 @ 68
Pepper loaf, bulk	.65 1/2 @ 79
P.L., sliced, 6-7 oz., doz.	3.33 @ 4.80
Pickle & pimento loaf	.49 1/2 @ 55
P&P loaf, sliced, 6-7 oz., dozen	3.12 @ 3.60

DRY SAUSAGE

(lcl. lb.)
Cervelat, ch. hog bungs
Thuringer
Farmer
Holsteiner
Salami, B. C.
Salami, Genoa style
Salami, cooked
Pepperoni
Sicilian
Goteborg
Mortadella

SEEDS AND HERBS

(lcl. lb.)	Whole	Ground
Caraway seed	19 1/2	24 1/2
Cuminos, s.c.	42	47
Mustard seed,		
fancy	23	
yellow Amer.	17	
Oregano	44	50
Coriander,		
Morocco, No. 1	20	24
Marjoram, French	60	65
Sage, Dalmatian,		
No. 1	56	64

(Basis Chicago, original barrels, bags, bales)

	Whole	Ground
Allspice, prime	86	96
Resifted	99	101
Chill, pepper	45	
Chill, powder	45	
Cloves, Zanzibar	64	69
Ginger, Jam., unbl.	59	65
Mace, fancy, Banda	3.50	
West Indies	3.50	
East Indies	3.20	
Mustard flour, fancy	40	
No. 1	36	
West Indies nutmeg	2.50	
Paprika, Amer. No. 1	48	
Paprika, Spanish	70	
Cayenne pepper	62	
Pepper:		
Red, No. 1	55	
White	58	63
Black	40	44

SPICES

Unemployment Compensation

Law Trends in the States

Latest tally shows that 20 states have taken legislative or administrative action for temporary extension of unemployment benefit payments.

Legislation for participation in the federal loan plan for financing such benefit payment extensions was enacted in Delaware, Maryland, Massachusetts, Michigan, Minnesota, New Jersey, Rhode Island and West Virginia soon after Congress voted.

Special legislation for benefit extensions without federal loans, through tapping state idle pay reserve funds, was enacted in Colorado, Connecticut, Illinois, Ohio and Wisconsin. A special session of the Nevada legislature appropriated \$1,000,000 from the general fund for benefit extension.

States accepting federal benefit extension loans without legislation were Alabama, Arkansas, California, Indiana, New York and Pennsylvania.

Meat Sales Tips Welcome

Consolidated Foods Corp. has started a meat merchandising page in its weekly bulletin mailed to all its Royal Blue Stores and Cardinal Food Stores. Material on sales promotions, meat break-down charts and merchandising ideas would be welcome for possible inclusion in the bulletin, according to Carl Krempels, voluntary group meat department, Central Distributing Division, Consolidated Foods Corp., 8999 Palmer st., River Grove, Ill.

SAUSAGE CASINGS

(lcl. prices quoted to manufacturers of sausage)

Beef rounds: (Per set)

Clear, 29/35 mm. 1.15 @ 1.25

Clear, 35/38 mm. 1.00 @ 1.20

Clear, 35/40 mm. 1.05 @ 1.25

Clear, 38/40 mm. 1.05 @ 1.25

Clear, 40/44 mm. 1.30 @ 1.50

Clear, 44 mm./up. 1.95 @ 2.50

Not clear, 40 mm./dn. 75 @ 85

Not clear, 40 mm./up. 85 @ 95

Beef weasands: (Each)

No. 1, 24 in./up. 14 @ 17

No. 1, 22 in./up. 10 @ 15

Beef middles: (Per set)

Ex. wide, 2 1/4 in./up.... 3.50 @ 3.70

Spec. wide, 2 1/4-2 1/2 in. 2.60 @ 2.70

Spec. med. 7 1/2-8 1/2 in. 1.60 @ 1.75

Narrow, 1 1/2 in./dn. 1.20 @ 1.35

Beef bung caps: (Each)

Clear, 5 in./up. 33 @ 38

Clear, 4 1/2-5 inch. 27 @ 31

Clear, 4 1/2-5 inch. 18 @ 20

Clear, 3 1/2-4 inch. 12 @ 14

Not clear, 4 1/2 inch/up. 15 @ 20

Beef bladders, salted: (Each)

7 1/2 inch/up, inflated... 18

6 1/2-7 1/2 inch, inflated... 15

5 1/2-6 1/2 inch, inflated... 13 @ 14

Beef casings: (per tank)

29 mm./down 4.65 @ 4.80

29/32 mm. 4.50 @ 4.65

32/35 mm. 5.55 @ 5.80

35/38 mm. 5.25 @ 5.45

38/44 mm. 5.10 @ 5.26

Hog bungs:

(Each)

Sow, 34 inch cut 62 @ 67

Export, 34 in., cut 55 @ 59

Large prime, 34 in. 40 @ 42

Med. prime, 34 in. 27 @ 29

Small prime 16 @ 22

Middles, cap off 60 @ 70

Hog skips 5 @ 10

Hog runners, green 19 @ 25

Sheep casings: (Per tank)

26/28 mm. 6.10 @ 6.40

24/26 mm. 5.95 @ 6.25

22/24 mm. 4.75 @ 5.25

20/22 mm. 4.00 @ 4.35

18/20 mm. 2.70 @ 3.35

16/18 mm. 1.50 @ 2.30

Pure refined gran.

nitrate of soda 5.65

Pure refined powdered nitrate

of soda 8.65

Salt, pepper sacked, f.o.b.

Chgo., gran., carlots, ton... 30.50

bags, f.o.b., whee. Chgo... 28.50

Sugar:

Raw, 96 basis, f.o.b. N.Y... 6.25

Refined standard cane

gran. basis (Chgo)... 9.00

Packers curing sugar, 100-

lb. bags, f.o.b. Reserve,

L.A., less 2% 8.00

Dextrose, regular:

Cerlose, (carlots cwt.) ... 7.40

Ex-warehouse, Chicago 7.55

THE NATIONAL PROVISIONER, JULY 19, 1958

BEEF-VEAL-LAMB... Chicago and outside

FUTURES

	Prev. close	Close
.43b	13.50b	
.68b	13.72b	
.69b	13.80b	
.85b	13.94	
.80n	13.90b	
.95b	14.04b	
.96b	14.06b	
.87	13.95b	
.75b	13.45b	
.91	13.68b	
.93b	13.69b	
.03	13.85b	
.00n	13.80b	
.15b	13.95b	
.15b	13.96b	
.02b	13.87	

CHICAGO

July 15, 1958

WHOLESALE FRESH MEATS CARCASS BEEF

Steers, gen. range:	(carcots, lb.)
Prime, 700/800	..... none quoted
Choice, 500/600	43 @43½
Choice, 600/700	43 @43½
Choice, 700/800	42½
Good, 500/600	40
Good, 600/700	40
Bull	40½
Commercial cow	36
Canner-cutter cow	35

PRIMAL BEEF CUTS

Prime:	(Lb.)
Rounds, all wts.	53
Trimmed loins,	
50/70 lbs. (lcl)	93 @1.07
Square chuck,	
70/90 lbs. (lcl)	38
Arm chucks, 80/110	36 @38½
Ribs, 25/35 (lcl)	62 @64
Briskets (lcl)	30
Flanks, rough No. 1.	23½
Flanks, rough No. 1..	23½
Choice:	
Hindquarters, 5/800	52
Forequarters, 5/800	34 @35
Rounds, 70/90	52
Tr. loins, 50/70 (lcl)	77 @80
Sq. chucks, 70/90	35
Arm chucks, 80/110	36 @36½
Ribs, 25/35 (lcl)	50 @54
Briskets (lcl)	30
Flanks, rough No. 1..	23½
Good (all wts.):	
Rounds	50 @51
Sq. chucks	37 @38
Briskets	29
Ribs	49 @51
Loins	71 @74

COW & BULL TENDERLOINS

Fresh J/L C/O Grade	Froz. C/L
70	Cow, 3/dn.
85	Cow, 3/4
95	Cow, 4/5
1.05@1.10	Cow, 5/5
1.05@1.10	Bull, 5/5

BEEF HAM SETS

Insides, 12/up, lb.	60
Outsides, 8/up, lb.	56
Knuckles, 7½/up, lb.	60

CARCASS MUTTON

Choice, 70/down, lb.	27½n
Good, 70/down, lb.	25½n
n—nominal, b—bid, a—asked.	

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass):	July 15	July 15	July 15
STEER:			
Choice:			
500-600 lbs.	\$47.00@49.00	\$47.00@49.00	\$47.00@48.50
600-700 lbs.	46.00@47.00	46.00@48.00	
Good:			
500-600 lbs.	44.00@46.00	44.00@45.00	46.00@47.50
600-700 lbs.	42.00@44.00	42.00@44.00	45.00@47.00
Standard:			
350-600 lbs.	41.00@43.00	40.00@43.00	43.00@45.50
COW:			
Standard, all wts.	None quoted	39.00@41.00	None quoted
Commercial, all wts.	37.00@40.00	35.00@38.00	39.00@41.00
Utility, all wts.	37.00@39.00	36.00@38.00	38.00@39.00
Canner-cutter	31.00@35.00	34.00@36.00	37.00@38.50
Bul, util. & com'l	41.00@43.00	41.00@42.50	46.00@48.00
FRESH CALF:	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	51.00@55.00	None quoted	50.00@53.00
Good:			
200 lbs. down	47.00@52.00	48.00@50.00	46.00@51.00
LAMB (Carcass):			
Prime:			
45-55 lbs.	49.00@51.00	46.00@50.00	45.00@47.50
55-65 lbs.	45.00@48.00	45.00@47.00	None quoted
Choice:			
45-55 lbs.	49.00@51.00	46.00@49.00	45.00@47.50
55-65 lbs.	45.00@48.00	45.00@47.00	None quoted
Good, all wts.	45.00@48.00	42.00@46.00	42.00@45.00
MUTTON (Ewe):			
Choice, 70 lbs./down	20.00@22.00	None quoted	20.00@22.00
Good, 70 lbs./down	20.00@22.00	20.00@22.00	20.00@22.00

CHICAGO

July 15, 1958

BEF PRODUCTS

(Frozen, carlots, lb.)
Tongues, No. 1, 100's
Tongues, No. 2, 100's
Hearts, regular, 100's
Livers, regular, 35/50's
Livers, selected, 35/50's
Lips, scalded, 100's
Lips, unscalded, 100's
Tripe, scalded, 100's
Tripe, cooked, 100's
Meats
Lungs, 100's
Udders, 100's

FANCY MEATS

(lcl prices)
Steer: (Western, cwt.)
Prime, carc., 6/700-\$40.00@1.50
Prime, carc., 7/800-50.00@1.50
Choice, carc., 6/700-46.0@1.50
Choice, carc., 7/800-43.0@1.50
Good, carc., 7/800-43.0@1.50
Good, carc., 7/800-43.0@1.50
Hinds., pr. 6/800
Hinds., pr. 7/800
Hinds., ch. 6/700
Hinds., ch. 7/800
Hinds., gd. 6/700
Hinds., gd. 7/800

(lcl prices)
Veal breads, 6/12 oz.
12 oz. up
Beef livers, selected
Oxtails, 3/4-lb. frozen

(lcl prices)
Steak: (lcl carcass prices, cwt.)
Prime, 30/40
Prime, 40/45
Prime, 45/55
Prime, 55/65
Briskets
Flanks
Hinds., 600/700
Hinds., 700/800
Hinds., 800/900
Rounds, flank off
Rounds, diamond bone
Short loins, untrim.
Short loins, trim
Flanks
Kibs (7 bone cut)
Beef cheek meat, trimmed, barrels
Beef head meat, bbls.
Beef trimmings, barrels
Veal trimmings, barrels
Plates

(lcl prices)

PORK AND LARD... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, July 16, 1958)

SKINNED HAMS

F.F.A. or fresh	Frozen	F.F.A. or fresh	Frozen
46½	10/12	46½	6/8
46½	12/14	46½	8/10
48½	14/16	48½	10/12
48n	16/18	47½	12/14
46@46½	18/20	46@46½	12/14
42½	20/22	42½	14/16
40	22/24	40	16/18
37½@38	24/26	37½	18/20
37½	25/up, 2's in.	37½	18/20
30	25/up, 2's in.	36	18/20

PICNICS

F.F.A. or fresh	Frozen
32½	4/6
32	6/8
32	8/10
32	10/12
30½@31½ n	12/14
30½@31½ .8/up, 2's in.	30½ n

FAT BACKS

Frozen or fresh	Cured
9½	6/8
12n	8/10
12n	10/12
12½ n	12/14
12½ n	14/16
12½ n	16/18
13n	18/20
13n	20/25

n—nominal, b—bid, a—asked.

LARD FUTURES PRICES

NOTE: Add ½¢ to all price quotations ending in 2 or 7.

FRIDAY, JULY 11, 1958

	Open	High	Low	Close
July	12.55	12.57	12.55	12.57a
Sept.	11.85	11.85	11.80	11.80
Oct.	11.50	11.57	11.50	11.55a
Nov.	...	...	11.02	...
Dec.	...	...	11.50	...

Sales: 2,040,000 lbs.
Open interest at close Thurs., July 10th: July 27, Sept. 232, Oct. 97, Nov. 56, and Dec. 46 lots.

MONDAY, JULY 14, 1958

	July 12.55	12.65	12.55	12.65a
July	12.55	12.65	12.55	12.65a
Sept.	11.82	11.87	11.82	11.82
Oct.	11.55	11.57	11.52	11.52
Nov.	11.50	11.50	11.50	11.50b
Dec.	11.50	11.50	11.50	11.50

Sales: 1,200,000 lbs.
Open interest at close Fri., July 11th: July 265, Sept. 231, Oct. 97, Nov. 56, and Dec. 46 lots.

TUESDAY, JULY 15, 1958

	July 12.80	12.80	12.70	12.70b
Sept.	11.93	12.17	11.95	12.15c
Oct.	11.65	11.92	11.65	11.90
Nov.	11.25	11.37	11.22	11.37b
Dec.	11.63	11.85	11.65	11.85

Sales: 2,120,000 lbs.
Open interest at close Mon., July 14th: July 234, Sept. 228, Oct. 98, Nov. 56, and Dec. 47 lots.

WEDNESDAY, JULY 16, 1958

	July 12.70	12.70	12.50	12.55
Sept.	12.15	12.32	12.10	12.32
Oct.	11.87	12.02	11.80	12.00
Nov.	11.40	11.65	11.37	11.55a
Dec.	11.92	12.05	11.90	12.00b

Sales: 11,360,000 lbs.
Open interest at close Tues., July 15th: July 145, Sept. 204, Oct. 112, Nov. 57, and Dec. 37 lots.

THURSDAY, JULY 17, 1958

	July 12.67	12.85	11.85	12-
Sept.	12.45	12.85	12.15	12.20
Oct.	12.15	12.50	12.15	12.35
Nov.	11.75	12.05	11.75	11.90a
Dec.	12.12	12.52	12.12	12.40a

Sales: 11,320,000 lbs.
Open interest at close Wed., July 16: July 125, Sept. 196, Oct. 118, Nov. 73, Dec. 35 lots.

BELLIES

F.F.A. or fresh	Frozen	D.S. Clear
42n	6/8	42n
42	8/10	42
42½	10/12	42½
42½	12/14	42½
41	12/14	42½
39½	14/16	39½
39½	16/18	39½
38	18/20	38½
Gr. Am., froz. or fresh		
32½	20/25	32½
30	25/30	30½
27½	30/35	27½
26	35/40	26½
23	40/50	24½

FRESH PORK CUTS

Job Lot	Car Lot
51.	Loins, under 12 ... 50a
49@50.	Loins, 12/16 ... 48n
41.	Loins, 16/20 ... 39@40
38.	Loins, over 20 ... 37
46@47.	Butts, 4/8 ... 45
42@42½	Butts, 8/12 ... 42
42@42½	Butts, over 8 ... 42
52@52½	Spareribs, 3/dn. ... 50
39.	Spareribs, 3/5 ... 38a
29.	Spareribs, 5/up ... 28½

OTHER CELLAR CUTS

Frozen or fresh	Cured
27.	Square Jowls, boxed ... unq.
24.	Jowl Butts, loose ... 26a
25n.	Jowl Butts, boxed ... unq.

CHGO. FRESH PORK AND PORK PRODUCTS

July 15, 1958

(Icl. lb.)

Hams, skinned, 10/12	47½
Hams, skinned, 12/14	4
Hams, skinned, 14/16	50
Picnics, 4/8 lbs.	33½
Picnics, 6/8 lbs.	32½

Pork loins, boneless	.03 @ 40
Shoulders, 16/dn., loose	40

(Job lots, lb.)

Pork livers	23
Tenderloins, fresh, 10's	.83 @ 85

Neck bones, bbls. ... 12½ @ 13½

Ears, 30's ... 13

Feet, s.c., bbls. ... 9

Pork trimmings, (To sausage manufacturers, in job lots only)

Pork trimmings, 40% lean, barrels ... 30

Pork trimmings, 50% lean, barrels ... 31

Pork trimmings, 80% lean, barrels ... 44

Pork trimmings, 95% lean, barrels ... 49

Pork head meat ... 37

Pork cheek meat, barrels ... 42½

Lard flakes ... 17.25

Neutral tapers, f.o.b.

Chicago ... 17.00

Standard shortening, N. & S. (del.) ... 20.75

Hydro shortening, N. & S. ... 21.25

WEEK'S LARD PRICES

P. S. or D. B.	Dry	Ref. in
cash	loose	50-lb.
fleeces	(Open Mkt.)	Mkt.
July 11, 12.70b	11.75	14.50n
July 14, 12.75n	11½ @ 11½	14.50n
July 15, 12.85n	11½ @ 12	14.50n
July 16, 12.85n	12.00n	14.50n
July 17, 12.00n	12.00n	14.50n

Georgia Packer Gets No. 1 Hogs

[Continued from page 15]

lose while another packs the units into 10-lb. cartons.

Loaves are sliced along an opposite wall of the bacon slicing room where one girl feeds a U. S. slicer, one places in clear envelopes, and closes on a Cryovac sealer and one pastes on lithographed labels and then cartons.

Officials report that vacuum wrapping of pigs feet and ox tails in preparation for freezer storage repays the extra effort through the elimination of shrink and freezer burn. In this operation 15 of the feet or a comparable volume of tail pieces, are sealed in individual plastic bags.

Plant refrigeration is centered in three York and two Frick two-cylinder vertical ammonia compressors with an additional 7-in. x 7-in. Frick now being installed. The cooler evaporators are Gebhardt units. A Kramer-Trent ceiling unit in the new freezer is automatically defrosted.

PACIFIC COAST WHOLESALE PORK PRICES

Los Angeles July 15 San Francisco July 15 No. Portland July 15

FRESH PORK (Carcass) (Shipper style) (Shipper style) (Shipper style)

80-120 lbs., U. S. No. 1-3. None quoted \$39.00 @ 40.00

120-180 lbs., U. S. No. 1-3. \$39.00 @ 41.00

LOINS, No. 1: 8-10 lbs. 52.00 @ 58.00

12-16 lbs. 52.00 @ 57.00

18-20 lbs. 52.00 @ 56.00

BACON "Dry" Cure, No. 1: 6-8 lbs. 58.00 @ 58.00

8-10 lbs. 57.00 @ 63.00

10-12 lbs. 56.00 @ 59.00

LARD, Refined: 1-lb. cartons 18.50 @ 19.75

50-lb. cartons & cans. 16.00 @ 19.25

Tierces 15.50 @ 18.75

N. Y. FRESH PORK CUTS

July 15, 1958

Local

Pork loins, 8/12 ... \$53.00 @ 59.00

Pork loins, 12/16 ... 53.00 @ 58.00

Hams, sknd., 12/16 ... 52.00 @ 56.00

Boston butts, 4/8 ... 49.00 @ 53.00

Regular picnics, 4/8 ... 35.00 @ 39.00

Spareribs, 3/down ... 54.00 @ 59.00

(Icl. prices, cwt.) Western

Pork loins, 8/12 ... 51.00 @ 53.00

Pork loins, 12/16 ... 53.00 @ 58.00

Hams, sknd., 12/16 ... 52.00 @ 56.00

Boston butts, 4/8 ... 48.00 @ 52.00

Picnics, 4/8 ... 35.00 @ 37.00

Spareribs, 3/down ... 53.00 @ 58.00

CHGO. WHOLESALE SMOKED MEATS

July 15, 1958

Hams, skinned, 14/16 lbs., (Av.) wrapped ... 56½

Hams, skinned, 14/16 lbs., ready-to-eat, wrapped ... 57½

Hams, skinned, 16/18 lbs., wrapped ... 56

Hams, skinned, 16/18 lbs., ready-to-eat, wrapped ... 57

Bacon, fancy trimmed, brisket off., 8/10 lbs., wrapped ... 54½

Bacon, fancy sq. cut, seedless, 12/14 lbs., wrapped ... 53½

Bacon, No. 1 sliced 1-lb. heat seal, self-service, pkge. ... 67½

EASTERN BY-PRODUCTS

New York, July 16, 1958.

Dried blood was quoted today at \$7@\$7.25 per unit of ammonia. Low test wet rendered tankage was listed at \$7@\$7.25 per unit of ammonia and dry rendered tankage was priced at \$2.00 per protein unit.

side

BY-PRODUCTS . . . FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, July 16, 1958

BLOOD

Unground, per unit of ammonia, bulk	8.00n
DIGESTER FEED TANKAGE MATERIALS	Carlots, ton
Wet rendered, unground loose:	
Low test	9.00n
Med. test	8.75n
High test	8.50n

PACKINGHOUSE FEEDS

50% meat, bone scraps, bagged.	117.50
50% meat, bone scraps, bulk ...\$115.00@117.50	
60% digester tankage, bagged	120.00
60% digester tankage, bulk ...100.00@115.00	
80% blood meal, bagged	140.00@150.00
Steak bone meal, 50-lb. bags, (speci ally prepared)	95.00
80% steam bone meal, bagged... 85.00@ 87.50	

FERTILIZER MATERIALS

Feather tankage, ground	15.75n
per unit of ammonium	16.00@6.50n

DRY RENDERED TANKAGE

Low test, per unit prot.	2.15n
Med. test, per unit prot.	2.10n
High test, per unit prot.	2.05n

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton	24.00
Cattle jaws, feet (non-gel.), ton	9.00@13.00
Trim bone, ton	12.00@17.00
Pigskins (gelatine, cwt.)	6.50
Pigskins (rendering), piece	15@25

ANIMAL HAIR

Winter coil dried, per ton	None quoted
Summer coil dried, per ton	25.00@23.00
Cattle switches, per piece	3@2 1/2
Winter processed (Nov.-March)	10n
gray, lb.	
Summer processed (April-Oct.)	5@6n
gray, lb.	

*Deli'd, f.c.a.f. Midwest, n—nominal, a—asked.

YOU CAN DEPEND ON
BLEACH-RITE

Packer-Endorsed

SHROUD CLOTH with 4"
reinforced pinning edge for
economy and speed in using.

Stocked for immediate
delivery. Get your
free working sample today.

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Portland • Seattle • Boise
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New Orleans

For further information
see 1958 Purchasing Guide.

MIDWEST TEXTILES, INC.

943 W. 6th St., Cincinnati 3, Ohio

TALLOWS and GREASES

Tuesday, July 15, 1958

A moderate trade developed late last week, with bleachable fancy tallow selling at 7 1/2c, c.a.f. Chicago, and 8 1/2@8 3/4c, c.a.f. East, the latter price on hard body material. Original fancy tallow sold at 9c, c.a.f. New York. Special tallow was bid at 7 1/4c, c.a.f. Chicago, and at 7 3/4@7 1/2c, delivered New York, product considered. Yellow grease was available at 7c, Chicago, and bid fractionally lower. Edible tallow was available at 11c, c.a.f. Chicago, and at 10 1/4@10%, f.o.b. River points. Buyers were quiet.

On Monday of the new week a tank of edible tallow changed hands at 10 1/2c, f.o.b. River point. Continued inquiry at last levels in the midwest area on inedible tallows and greases, with offers held fractionally higher. No material change registered on product for eastern destination. Yellow grease was bid at 6 1/4c, c.a.f. Chicago, and offered at 7c.

It was reported that yellow grease

sold on Tuesday within the range of 7 1/2@7 3/4c, c.a.f. New York, and c.a.f. Avondale, La., and price depending on product, and shipment. Few more tanks of edible tallow sold at 10 1/2c, f.o.b. River, and a couple of tanks sold at 11c, c.a.f. Chicago. Bleachable fancy tallow traded at 8 1/2@8 3/4c, c.a.f. New York, the higher price on hard body material. This was 1/4c over last paid levels. Bleachable fancy tallow was bid at 7 1/2c, c.a.f. Chicago, and at 7 3/4c, f.o.b. Chicago. However, inquiry was only moderate.

Continued firmness was expressed by eastern users of inedible tallows and greases, and especially on the better grades. Bleachable fancy tallow was bid at 8 1/2c, c.a.f. New York on regular production, and offered 1/4c higher. Hard body product was bid at 8 3/4c, and offered at 8 1/2c. Original fancy tallow was offered at 9 1/2c, c.a.f. East. Choice white grease, all hog, was bid at 8 1/2c, c.a.f. New York, and available at 9c. Special tallow traded at 7 1/4c, and yellow grease at 6 1/4c, c.a.f. Chicago. The latter had buying interest at 7 1/2@7 3/4c, c.a.f.

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Stainless Steel Bacon Hangers
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Stockinette Hooks — Screens
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Buy this fine product
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HOLLENBACH
INC.

2653 OGDEN AVENUE
CHICAGO 8, ILLINOIS
Telephone LAwndale 1-2500



New York, product and shipment considered. Edible tallow sold at 10% c., f.o.b. River point, and was available at 11 1/4 c., Chicago. Bleachable fancy tallow was still bid at 7 1/2 c., c.a.f. Chicago, and at 7 1/2 c., f.o.b. Chicago. The midwest market was very quiet.

TALLOWS: Wednesday's quotations: edible tallow 10% c., f.o.b. River, and 11 c., Chicago basis. Original fancy tallow 8 1/2 c., bleachable fancy tallow 7 1/2 c., prime tallow 7 1/2 c., special tallow 7 1/2 c., No. 1 tallow 7 c., and No. 2 tallow 6 1/2 c.

GREASES: Wednesday's quotations: choice white grease, not all hog, 8 c., B-white grease 7 1/2 c., yellow grease 6 1/2 c., house grease 6 1/2 @ 6 1/2 c., and brown grease 5 1/2 @ 5 1/2 c. Choice white grease, all hog, was quoted at 8% c., c.a.f. East.

VEGETABLE OILS

Wednesday, July 16, 1958

Crude cottonseed oil, f.o.b.	12 1/2 n
Valley	und.
Southeast	13 1/2 pd
Corn oil in tanks, f.o.b. mills	10 1/2 n
Soybean oil, f.o.b. Decatur	13 1/2 pd
Coconut oil, f.o.b. Pacific Coast	17 1/2 pd
Peanut oil, f.o.b. mills	17 1/2 pd
Cottonseed foots:	
Midwest and West Coast	1 1/2
East	1 1/2

OLEOMARGARINE

Wednesday, July 16, 1958

White dom. vegetable (30-lb. cartons)	26
Yellow quarters (30-lb. cartons)	27
Milk churned pastry (750 lbs., 30's)	23 1/2
Water churned pastry (750 lbs., 30's)	22 1/2
Bakers drums, ton lots	20 1/2

OLEO OILS	
Wednesday, July 16, 1958	
Prime oleo stearine (slack barrels)	12 1/2 n
Extra oleo oil (drums)	13 1/2
Prime oleo oil (drums)	17 1/2 @ 17 1/2

n—nominal, a—asked, b—bid, pd—paid.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

Wednesday, July 16, 1958 Cor. date

July 18, 1958 1957

Lgt. native steers	15 @ 15 1/2	15 1/2
Hvy. nat. steers	12 @ 12 1/2	18 @ 18 1/2
Ex. lgt. nat. steers	18 1/2 n	21
Butt-brand. steers	10	11
Colorado steers	9	10 1/2
Hvy. Texas steers	9 1/2 @ 10 n	11 n
Light Texas steers	13 n	18 n
Ex. lgt. Texas steers	16 n	17 n
Heavy native cows	12 1/2 @ 13	14 @ 14 1/2
Light nat. cows	14 1/2 @ 16 1/2 n	15 1/2 @ 17 1/2
Branded cows	11 @ 12 1/2 n	13 @ 14
Native bulls	7 1/2 @ 8 n	8 1/2 @ 9
Branded bulls	6 1/2 @ 7 1/2 n	7 1/2 @ 8
Calfskins:		
Northerns, 10/15	50 n	47 1/2 @ 50
10 lbs./down	41 1/2 n	41 1/2
Kips, Northern native,		
15/25 lbs.	37 n	33 n

SMALL PACKER HIDES

STEERS AND COWS:	
60 lbs. and over	10 @ 10 1/2 n
50 lbs.	12 1/2 @ 13 n

SMALL PACKER SKINS

Calfskins, all wts.	28 @ 40 n	28 @ 29 n
Kipskins, all wts.	28 @ 30 n	24 @ 25 n

SHEEPSKINS

Packer shearlings:	
No. 1	1.00 @ 1.80
No. 2	50 @ 65
Dry Peits	18 n
Horsehides, untrim.	7.75 @ 8.25
Horsehides, trim.	7.00 @ 7.75

LIVESTOCK CARLOADINGS

A total of 3,951 railroad cars was loaded with livestock in the week ended June 28, 1958, the Association of American Railroads has reported.

HIDES AND SKINS

Packer hides took on firmer tone early last week, but tapered off slightly early this week—Trading light in small packer and country hides—Trading in calfskins and kipskins was limited, but all weights showed firmness—No significant price changes in sheepskins, but prices were steady.

CHICAGO

PACKER HIDES: On Wednesday of last week the market took on a firmer tone with about 10,000 branded steers selling at 1/2c advances, or 10c for butt brands and 9c for Collies. Branded cows also sold 1/2c up with 11,000 River and Northerns moved at 11c basis. At least 20,000 heavy native steers sold steady at 11 1/2c River and 12c short freight points. Light movement of light cows and light steers also noted steady to firmer prices. On Thursday heavy native cows sold out of Wisconsin point 1/2c up at 13c. Buyers, however, were reluctant to pay the 12 1/2c asked for River hides. Some heavy average butt branded steers sold at 9 1/2c, Iowa point. Native bulls sold at 8c Minnesota point and 8 1/2c Wisconsin point. On Friday the trading tapered off. Heavy native cows traded 13c low freight points while some light cows sold 1/2c up at 14 1/2c Northern point. Monday of this week was dull as sellers merely listed offerings. The undertone was firm, however. Some movement in light steers was steady at 15c Iowa points, July takeoff. On Tuesday the trading continued rather thin although demand was firm. Fair movement of light steers was noted at 15c River and 15 1/2c for short freight points. A load of native bulls sold 7 1/2c River, March forward. On Wednesday of this week the market showed a continued firmness as fair movement of heavy steers took place at 12c and 12 1/2c as to points, up 1/2c; also some trading of heavy cows at 1/2c up or 12 1/2c to 13c as to points. Good trade of branded steers also was noted steady 10c and 9c, butts and Collies. Tuesday, a car of heavy steers sold at 12c Northern point, up 1/2c.

SMALL PACKER AND COUNTRY HIDES: Another week of light trading in the small packer hide market. The 60/62-lb. native hides were quoted at 10 @ 10 1/2c nominal, and the 50/52's were listed at 12 1/2c @ 13c nominal, the branded about 1 1/2c less. Locker butchers 50/52-lb. average were quoted at 9 @ 9 1/2c, renderers; 48/50's were quoted at 8 @ 8 1/2c, and

the No. 3's at 6 @ 7c. With interest thin, trading slow, and offerings limited, horsehides remained about steady this week. The untrimmed were quoted at 7.75 @ 8.25, and the trimmed at 7.00 @ 7.75 nominal. Fronts were listed at 5.00, and the butts at 3.25.

CALFSKINS AND KIPSKINS

Trading was limited with prices generally steady. Lightweight calfskins were quoted at 47 1/2c nominal, the heavy listed at 50c nominal. Lightweight Northern kipskins were quoted at 37c nominal as were the overweight Northerns at 33c. Small packer calf and kipskins, all weights, seemed to show more firmness. The calfskins were quoted at 38 @ 40c, and the kipskins listed at 28 @ 30c.

SHEEPSKINS: No significant price changes took place in the sheepskin market with prices basically steady. No. 1 shearlings were listed at 1.00 @ 1.80, the outside price designating Southwesterns, with some sellers holding for 2.00. No. 2 shearlings were quoted at .50 @ .65, and the No. 3's quoted at .40 @ .45.

N. Y. HIDE FUTURES

FRIDAY, JULY 11, 1958				
	Open	High	Low	Clos
July	11.85b	12.00	12.00	11.45b-12.10
Oct.	12.25b	12.40	12.40	12.37b-12.50
Jan.	...	...	...	12.50n
Sales:	two lots,	...	...
July	12.25b	...	...	12.50b-12.60
Oct.	12.75b	13.07	13.05	13.07
Jan.	12.75b	13.07	13.05	13.07
Apr.	13.10b	...	...	13.05b-13.10
July	13.80b	...	...	13.45b-13.60
Sales:	two lots,	...	...

MONDAY, JULY 14, 1958				
	Open	High	Low	Clos
July	11.90	12.15	12.15	12.15b-12.20
Oct.	12.25	...	...	12.50b-12.60
Jan.	...	...	...	12.65n
Sales:	5 lots,	...	...
July	12.40b	...	...	12.55b-12.60
Oct.	12.96b	13.13	13.13	13.08b-13.15
Jan.	13.10b	...	...	13.31b-13.35
Apr.	13.25b	13.55	13.45	13.43b-13.50
July	13.40b	13.60	13.60	13.60b-13.65
Sales:	8 lots,	...	...

TUESDAY, JULY 15, 1958				
	Open	High	Low	Clos
July	12.15b	12.50	12.40	12.40b-12.45b
Oct.	12.60b	12.72	12.60	12.60b-12.75n
Jan.	...	...	...	12.75n
Sales:	21 lots,	...	...
July	12.55b	13.20	13.20	12.80b-13.00
Oct.	13.10b	13.36	13.36	13.20b-13.30
Jan.	13.35b	13.65	13.52	13.35b-13.40
Apr.	13.50b	...	...	13.55
July	13.65b	...	...	13.65b-13.68b
Sales:	8 lots,	...	...

WEDNESDAY, JULY 16, 1958				
	Open	High	Low	Clos
July	12.30b	12.20	12.20	12.20b-12.45b
Oct.	12.50b	...	...	12.45b-12.60n
Jan.	...	...	...	12.60n
Sales:	one lot,	...	...
July	12.70b	...	...	12.55b-12.60
Oct.	13.00b	...	...	13.00b-13.05
Jan.	13.15b	...	...	13.20b-13.30
Apr.	13.30b	13.35	13.35	13.32b-13.40
July	13.50b	...	...	13.45b-13.50
Sales:	one lot,	...	...

THURSDAY, JULY 17, 1958				
	Open	High	Low	Clos
July	12.25b	...	...	12.30b-12.40
Oct.	12.50b	...	...	12.55b-12.70
Jan.	...	...	...	12.70n
No sales.	...	...	...
July	12.60b	13.28	13.20	12.70b-12.90
Oct.	13.00b	13.28	13.20	13.15b-13.25
Jan.	13.21b	13.45	13.30	13.35b-13.50
Apr.	13.32b	...	...	13.50b-13.65
July	13.45b	...	...	13.55a-13.65
Sales:	nine lots,	...	...

NOTE: Upper series of months each day old contracts; lower series, new contracts.

LIVESTOCK MARKETS...Weekly Review

More Fed Cattle Will Be Marketed Soon

The number of cattle on feed on July 1 in 13 major states at 4,269,000 head was 16 per cent greater than the total in feed lots a year earlier, the U. S. Department of Agriculture reported this week. The number on feed on July 1 was down only 12 per cent, less than the usual seasonal decline, from the 4,083,000 head in feed lots on April 1.

Cattle feeders in the 13 states told the USDA they planned to send 68 per cent of the animals on feed on July 1 to market within the next three months—19 per cent in July, 25 per cent in August and 24 per cent in September. The remaining 32 per cent are scheduled to go to market after October 1.

The number of cattle and calves placed on feed in the second quarter totaled 1,730,000 head, a 9 per cent increase over a year earlier. Fed cattle marketed from the 13 states during the same quarter totaled 2,316,000 head, a 2 per cent increase over 1957's second quarter.

CANADIAN SLAUGHTER

Inspected slaughter of livestock in Canada in June, 1958-57 compared, as reported by the Canadian Department of Agriculture:

	June 1958	June 1957
Cattle	176,362	183,131
Calves	92,320	101,480
Hogs	494,564	431,384
Sheep	27,957	28,039

Average dressed weights of livestock slaughtered in June 1958-57 were as follows:

	June 1958	June 1957
Cattle	509.5 lbs.	508.8 lbs.
Calves	117.1 lbs.	115.6 lbs.
Hogs	164.4 lbs.	166.1 lbs.
Sheep	46.6 lbs.	47.1 lbs.

With interest offerings limited about untrimmed 25, and the 5 nominal, 00, and the

KIPSKINS: prices gen- light calfskins nominal. Light skins were as were the 33c. Small all weights, firmness. The at 38@40c, at 28@30c. Significant price the sheepskin caly steady. Listed at 1.00@ designating some sellers 2 shearlings 35, and the 15.

URES

1958

Close
11.45b-12.10
12.37b- 50
12.50n-

12.50b- 60

13.07

13.20b- 30a

13.30J- 50a

13.45b- 60a

12.50n-

11.45b-12.10

12.37b- 50

12.50b- 60

13.07

13.20b- 30a

13.30J- 50a

13.45b- 60a

12.75n-

12.8J-13.00a

13.20b- 30a

13.35b- 40a

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13.69b- 50a

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12.8J-13.00a

13.20b- 30a

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13.20b- 30a

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13.69b- 50a

12.75n-

12.8J-13.00a

13.20b- 30a

13.35b- 40a

13.55b-13.65a

13.55a-13.65a

12.75n-

12.8J-13.00a

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13.35b- 40a

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13.55a-13.65a

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, July 12, 1958, as reported to the National Provisioner:

CHICAGO

Armour, 7,161 hogs; shippers, 10,057 hogs; and others, 17,074 hogs. Totals: 23,104 cattle, 389 calves, 34,292 hogs and 4,606 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour..	1,120	241	2,702	1,763
Swift ..	2,957	321	3,754	2,874
Wilson ..	830	—	3,932	—
Butchers ..	5,057	106	2,575	—
Others ..	736	—	2,705	303
Totals	10,700	668	15,848	4,948

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour ..	5,693	4,024	1,684	—
Cudahy ..	3,721	3,501	1,171	—
Swift ..	4,117	4,548	2,586	—
Wilson ..	3,805	3,213	772	—
Neb. Beef ..	657	—	—	—
Am. Stores ..	1,203	—	—	—
Cornhusker ..	873	—	—	—
O'Neill ..	860	—	—	—
R. & C. ..	1,266	—	—	—
Eagle ..	221	—	—	—
Gr. Omaha ..	706	—	—	—
Hoffman ..	120	—	—	—
Rothschild ..	1,107	—	—	—
Roth ..	1,490	—	—	—
Kingan ..	935	—	—	—
Others ..	2,204	7,905	—	—
Totals	28,864	23,186	6,213	—

N. S. YARDS

	Cattle	Calves	Hogs	Sheep
Armour..	1,835	168	7,115	564
Swift ..	2,305	1,085	8,433	3,865
Hunter ..	598	—	3,418	—
Hill ..	—	—	1,775	—
Krey ..	—	—	4,306	—
Totals	4,738	1,253	25,047	3,929

SIOUX CITY

	Cattle	Calves	Hogs	Sheep
Armour ..	3,528	—	5,000	1,806
Swift ..	4,261	—	4,088	1,071
S.C. Dr. ..	4,331	—	—	—
S.C. Dr. ..	—	—	4,695	—
Pork ..	—	—	—	—
Raskin ..	1,013	—	—	—
Local ..	423	—	—	—
Others ..	9,337	—	13,985	190
Totals	22,893	—	27,718	3,067

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy ..	914	66	2,632	—
Dunn ..	130	—	—	—
Sunflower ..	11	—	—	—
Dold ..	103	—	638	—
Excel ..	576	—	—	—
Armour ..	—	—	—	758
Swift ..	—	—	—	1,234
Others ..	440	—	36	1,950
Totals	2,174	66	3,906	3,951

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour ..	778	43	397	404
Wilson ..	1,445	130	844	774
Others ..	2,127	163	1,126	—
Totals	4,350	336	2,467	1,178

*Do not include 705 cattle, 26 calves, and 4,998 hogs direct to packers.

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Cudahy ..	—	—	383	—
Swift ..	—	—	—	—
Wilson ..	22	—	—	—
Ideal ..	587	—	—	—
United ..	412	—	110	—
Gr. West ..	463	—	—	—
Goldring ..	388	—	—	—
Atlas ..	224	—	—	—
Star ..	222	—	—	—
Harman ..	210	—	—	—
Klubnikin ..	180	68	—	—
Coast ..	166	—	313	—
Com'l ..	135	—	—	—
Others ..	1,197	119	457	—
Totals	—	—	—	—

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour ..	5,517	1,967	10,340	1,957
Bartusch ..	1,091	—	—	—
Rifkin ..	808	14	—	—
Superior ..	1,593	—	—	—
Swift ..	6,216	1,390	20,870	1,744
Others ..	4,158	1,520	12,454	—
Totals	19,383	4,591	43,664	3,701

FORT WORTH				
	Cattle	Calves	Hogs	Sheep
Armour ..	735	594	665	2,763
Swift ..	693	679	1,088	2,426
City ..	358	3	—	—
Rosenthal ..	60	1	—	—
Totals	1,846	1,277	1,653	5,189

CINCINNATI				
	Cattle	Calves	Hogs	Sheep
Schlachter ..	186	97	—	—
Others ..	4,064	852	13,331	3,055
Totals	4,240	949	13,331	3,055

MILWAUKEE				
	Cattle	Calves	Hogs	Sheep
Packers ..	1,207	1,918	3,885	746
Butchers ..	2,799	1,084	447	86
Totals	4,006	3,002	3,882	832

DENVER				
	Cattle	Calves	Hogs	Sheep
Armour ..	357	0	0	1,339
Swift ..	918	5	2,195	2,896
Cudahy ..	961	23	3,713	0
Wilson ..	813	0	0	1,739
Others ..	5,842	88	752	586
Totals	8,891	66	6,660	6,560

CATTLE:				
	Cwt.	Steers, gd. & ch.	Heifers, gd. & ch.	Cows, can. & cut.

	Cwt.	Steers, gd. & ch.	Heifers, gd. & ch.	Cows, can. & cut.
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reported by

SLAUGHTER REPORTS

Special reports to the NATIONAL PROVISIONER showing the number of livestock slaughtered at 13 centers for the week ended July 12, 1958, compared:

CATTLE

Week ended

Prev. week

July 12, 1958

	Cattle	Calves	Hogs	Sheep
July 10	1,002	138	6,777	867
July 11	341	94	6,537	502
July 12	257	8	922	38
July 13	27	17,782	177	8,612
July 14	27,782	177	8,612	1,081
July 15	7,000	200	10,000	1,000
July 16	17,000	100	8,500	1,000
July 17	so	51,782	477	27,112
Wk. ago.	44,387	467	26,910	5,420
Yr. ago	43,620	869	28,174	5,101
	Including 155 cattle and 3,828 hogs direct to packers.			

New York &

Jer. City†

... 14,949

Oklahoma City‡

5,417

4,622

11,230

Cincinnati§

5,566

3,337

4,899

Denver†

... 7,023

12,054

St. Paul†

15,225

10,576

18,986

Milwaukee†

3,969

3,413

3,700

Totals

112,954

108,545

143,267

Wichita†

4,430

... 2,894

New York &

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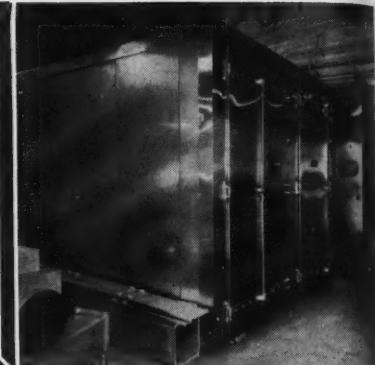
St. Paul†

15,225



... from beginning to end ...

CUSTOM
.....
DESIGN
to
EFFICIENT
.....
INSTALLATION



Julian Smokehouses add up to Big Profits!

When you call on JULIAN for capable, professional handling of your smokehouse problems, you actually **SAVE MONEY** in the long run. After all, this expert advice costs you nothing . . . and the benefits you enjoy in better flavored meats . . . better looking products . . . less shrinkage

. . . and improved, all-around smokehouse operation, can only mean **MORE PROFITS** for you. Yes, from beginning to end . . . you're in good hands when you depend upon JULIAN to come up with the right solution to your smokehouse problems. But why not discover that for yourself, today?

Julian

engineering company

5127 NORTH DAMEN AVENUE, CHICAGO 25, ILLINOIS
West Coast Representative: Meat Packers Equipment Co., 1226 49th Ave., Oakland 1
Canadian Representative: McLean Machinery Co., Ltd., Winnipeg, Canada

CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$5.00; additional words, 20c each. "Position Wanted," special rate; minimum 20 words, \$3.50; additional words, 20c

POSITION WANTED

FROM SOUTH AMERICA: Arriving in August, ready for work—experienced, only thirty seven years young, but already have twenty two years of meat packing experience with one of the major packers in the U.S.A. and in South America, versed and specially trained in modern meat packing accounting field including general business administration, personal handling, systems and organization, costing, dept. P&L, auditing and finance. Please write for a copy of a complete resume of my qualifications. I am travelling light, so let us meet at my expense. It would be a pleasure to come to a mutual agreement with you. W-281, THE NATIONAL PROVISIONER, 527 MADISON AVE., NEW YORK 22, NEW YORK.

PROFITS or LOSS

Sausage and Curing consultant with national recognition and broadest experience can help you in formulation and product control at greater profits. Expert in the uses of modern additives and other ingredients. Will train your men accordingly. Fee or yearly retainer basis. Service guaranteed. Inquiries invited. W-290, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

GENERAL PLANT MANAGER

OR ASSISTANT TO PRESIDENT: Capable of taking full administrative and profit responsibility of Livestock buying, plant processing and sales. Experienced in management of large and small plants. Prefer mid-west or west. W-291, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER

Experienced and dependable. Terminal market, auctions and farm. All classes of cattle, also veal and hogs. Experienced on southern markets. Free to travel. Write to Box W-293, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

OFFICE MANAGER-CONTROLLER: Excellent background in the meat industry in general accounting and departmentals. Can help with any operating problem. W-289, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

each. Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch. Contract rates on request.

POSITION WANTED

SAUSAGE MAKER-FOREMAN: 25 years' experience. Available immediately. W-297, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Ex-packing house man wants to sell seasonings, casings and all packing house equipment in Illinois, Michigan, Indiana and Wisconsin. W-296, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SALES MANAGER

EXPERIENCED: Sales manager wanted to take full responsibility of established branch house operation for progressive midwest packer. Give full details of experience. W-251, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER: Experienced in country buying and terminal markets. Wanted by small progressive packer in the Chicago area. Good position for a good man. W-278, THE NATIONAL PROVISIONER, 15 W. HURON ST., CHICAGO 10, ILL.

SAUSAGE FOREMAN: Must have knowledge of cost production of full quality line sausage production. Write: JOHN WENZEL COMPANY, P. O. Box 548, Wheeling, West Virginia with references.

SALESMAN: Experienced in smoked and ready-to-eat meats. Greater New York & New Jersey. W-281, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N.Y.

CATTLE BUYER WANTED: For purchase of choice cattle in Chicago. Write letter stating experience and salary desired. W-288, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

RENDERING PLANT MANAGER: Must have complete knowledge to take over four cooker plant. South location. Send resume to P.O. Box 21027, Houston, Texas.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

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PLEASE REMIT WITH ORDER

HELP WANTED

MARKET REPORTER WANTED

If you have a background of experience in the meat industry, preferably including selling meat in carlots or wholesale lots, there is an interesting permanent position available in our Daily Market & News Service Department in Chicago. You can use all your industry knowledge in this position and will be trained to use your expertise in pleasant, interesting work with many advantages. Salaried position, no calling or traveling. Many employee benefits. Ability to type and express yourself in writing is important. Please apply by letter, giving full business and personal details. All replies confidential.

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AGE 25-35, high school or college graduate. Some experience in packaging or overwrapping equipment, such as found in textile, food, meat industries. Some travel, willing to relocate if necessary. Good starting salary, incentive plan, all expenses paid. Reply in confidence. Box 288, Simpsonville, South Carolina.

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SOLICITOR
MAN FAMILIAR: With meat industry, to locate in midwest with rendering company. Experience preferred but not necessary. W-295, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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